

N x P p a o

The



CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JANUARY 25 1958

The ideal lozenge
for all
throat infections—
now advertised
to the public

Savlon

ANTISEPTIC LOZENGES

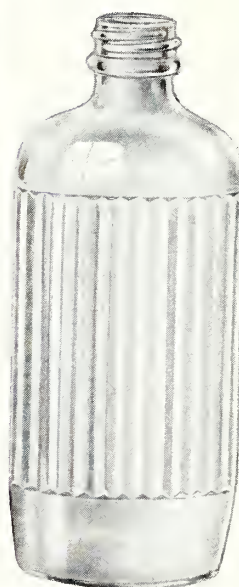


containing 'Hibitane', the new
I.C.I. antiseptic of unrivalled
bactericidal action.



QUALITY

**IN WHITE FLINT
GLASS CONTAINERS**



DISPENSING BOTTLES

1-oz. to 20-oz.

RIBBED OVALS

½-oz. to 16-oz.

BOW-FRONT PANELS

1-oz. to 8-oz. and 16-oz.

OLIVE OIL BOTTLES

2½-oz., 5-oz. and 10-oz.

OVAL TABLET BOTTLES

Nos. 1 to 7½ sizes.

ROUND SCREW JARS

Tall and Semi-squat.

PANEL FLATS

1 oz. to 4-oz.

VIALS

½-oz. to 3-oz.

RECTANGULAR TABLET BOTTLES

Nos. 1, 2, 3, 4, 5 and 6 sizes.

*First Class
in GLASS*

Prompt delivery from stock

Packed in easily handled cartons

WHOLESALE ONLY



**NATIONAL GLASS
WORKS (YORK) LTD.**

FISHERGATE, YORK. Tel. YORK 23021

ALSO AT: 105 HATTON GARDEN, LONDON, E.C.1.

Tel. HOLBORN 2146

Old Spice

FOR MEN

**— and how
men went
after it!**

* *The instant success of Old Spice has demonstrated that the men's market is wide open and lucrative for you—when you offer the superlative quality and male appeal that only Old Spice possesses.*

* *Arresting advertising sells. We proved that to you in December; in 1958 powerful advertising support will be yours, with consequent vigorous growth in the sales of Old Spice.*

* *Secure your place in our selective distribution. Join in Old Spice's splendid future. PLEASE WRITE NOW TO THE ADDRESS BELOW.*

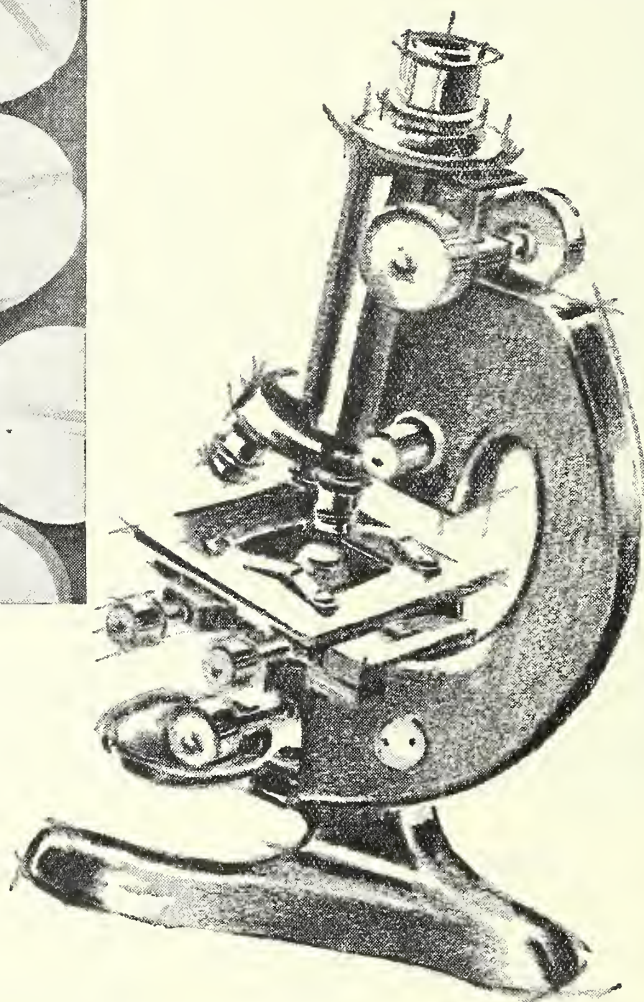
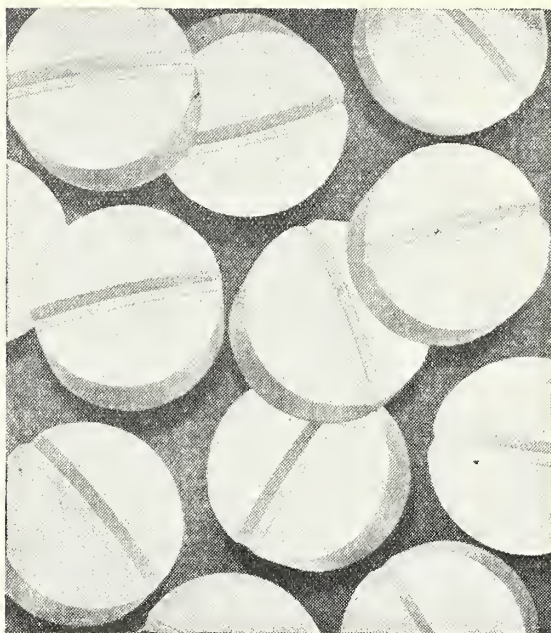


S H U L T O N

(G R E A T B R I T A I N) L T D .

160 PICCADILLY, LONDON, W.1

A



**Look
at
it
this
way**

Perfect tablets are the result of years of experience and accumulated skill, coupled with modern methods and machines. Needless to say, quality and analytical control play their all important part.

We specialise in bulk tablets to customers' own formulæ on an absolutely confidential basis.

All tablets for the Pharmacist, in bulk for dispensing, or packed for counter sale.

Aspirin Tablets and Compound Codeine Tablets with "own name" labels.

We make
TABLETS

THOMPSON & CAPPER LTD.
MANUFACTURING CHEMISTS,
SPEKE, LIVERPOOL.

Telephone: Hunts Cross 1321



WOULD A
SLIDE RULE
HELP?

Take a fact: that bronchial asthma is a problem all the year round. Take another: that prednisolone is 'the best . . . symptomatic treatment'¹ for bronchial asthma. To complicate the issue, bear in mind that Deltacortril (the Pfizer brand of prednisolone) is also of outstanding value in rheumatoid arthritis, urticaria, atopic dermatitis, and systemic lupus erythematosus, not to mention the considerable amount of experimental work which is being done in other conditions. Finally, try to work out what quantity of Deltacortril, ordered monthly, will satisfy the need created by these circumstances. This is the sort of problem that you, as a pharmacist, face every day. We can't solve it for you, we wish we could. All we can do is to keep you informed about our products, let you know when especial demands are likely, and . . . gently suggest that you *really* ought to check your stocks of Deltacortril pretty soon.

¹Schwartz, E. (1956) *N. Y. St. J. Med.* 56, 570

TO ASSESS THE GROWING DEMAND FOR

Deltacortril*

BRAND OF PREDNISOLONE

THE MOST POTENT AND THE
SAFEST CORTICOSTEROID

Deltacortril 5 mg. tablets are available in bottles of 10, 20, 100, 500 and 1,000.

Deltacortril 1 mg. tablets are available in bottles of 100.

PFIZER PHARMACEUTICALS

Manufactured at Sandwich and processed at Folkestone, Kent



*Registered Trade Mark

068/P

CARNEGIES PHARMACEUTICALS

introducing

Asthma 23-D Anti-asthmatic Tablets

Containing the new potent, non-toxic anti-inflammatory agent:— Sodium Caffeine- α -naphthyl Acetate.

Now being brought to the notice of the Medical Profession directly and by advertising in the medical journals.

Supplies available through your usual Wholesaler.

Tubes of 30 Tablets.

Trade price 3/6 per tube

Purchase tax 1/1 " "

Retail price (inc P.T.) 6/4 " "

Dispensing Pack

Bottle of 250 Tablets 22/9 plus 6/10 P.T.



Manufacturers:

CARNEGIES OF WELWYN LIMITED

Manufacturers of fine chemicals. Established 1911.

Sole Distributors in the United Kingdom

SAVORY & MOORE LIMITED

Standard Works, Lawrence Road, London, N.15

Telephone: Stamford Hill 3456

MEGALON LIVER EXTRACTS

Crude and Refined Injectable in bulk, ampoules and vials. Oral Tonics and concentrated pastes for oral preparations.

INJECTION PRODUCTS

in a wide range

MEDICINAL TABLETS

to official and private formulations.

Manufactured by

**ANTIGEN LTD., ROSCREA,
REPUBLIC OF IRELAND**

Please send enquiries to:—

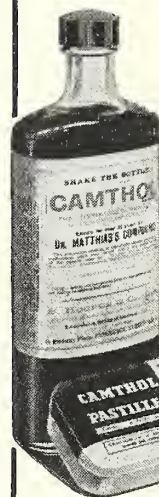
**ANTIGEN LTD., 67 HIGH STREET,
BEXLEY KENT.**



For more than 100 years

CAMTHOL

*has been recommended
for COUGHS & COLDS*



CAMTHOL LINCTUS
The Cough mixture for Adults
CAMTHOL PASTILLES
In tins suitable for pocket and handbag
CAMTHOL VAPOUR RUB
Incorporating the finest Essential Oils

BONUS—Thirteen to the dozen on all orders

	Retail	per doz.
CAMTHOL LINCTUS	3/- per bott. inc. P.T.	Cost 27/6
CAMTHOL PASTILLES	1/9 per tin inc. P.T.	Cost 14/11½
CAMTHOL VAPOUR RUB	1/9 per jar inc. P.T.	Cost 14/11½

B. HOOPER & CO. LTD.

6 RAILWAY PLACE, FENCHURCH STREET,
LONDON, E.C.3

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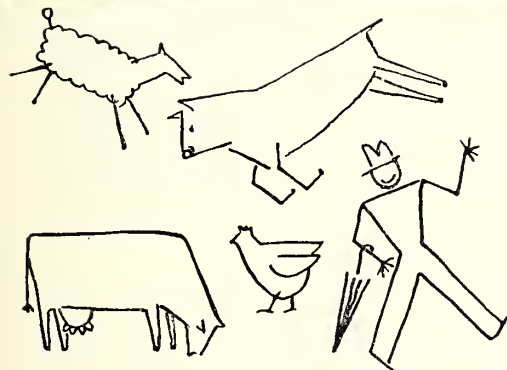
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B·D·H FINE CHEMICALS in bulk

*Quality controlled
Technical
literature available.*

**for pharmaceutical
use and as human and
animal food additives**



ASCORBIC ACID
ACETOMENAPHTHONE
CALCIFEROL
CHOLINE SALTS
DICHLOROPHEN
(Panacide Brand)
HEXYLRESORCINOL
MEPHENESIN
MENAPHTHONE

MERSALYL
PHENOLPHTHALEIN
SEX HORMONES
Stilboestrol
Hexaestrol
Ethisterone
Progesterin
Methyltestosterone
Testosterone Propionate

Competitively priced—quotations on request.
THE BRITISH DRUG HOUSES LTD. LONDON N.1



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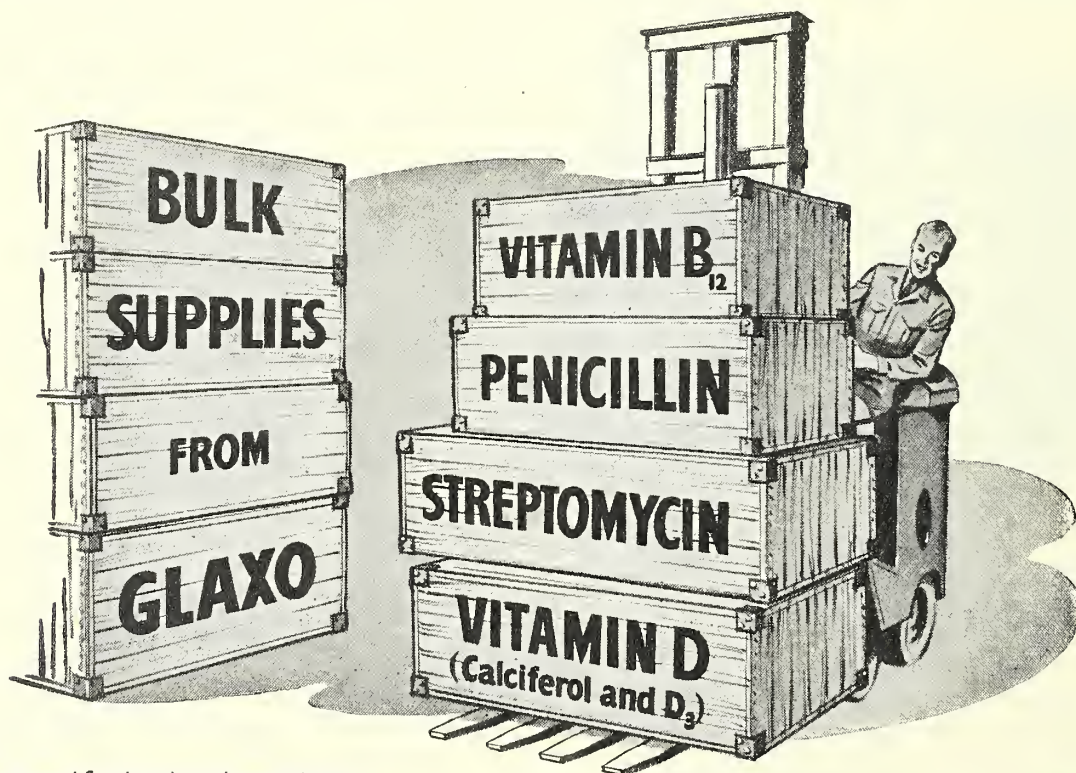
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BULK SALES DEPT., GLAXO LABORATORIES LTD., GREENFORD, MIDDLESEX BY Rn 3434



BY APPOINTMENT
TO HER MAJESTY
THE QUEEN
TOILET SOAP MAKERS



BY APPOINTMENT
TO HER MAJESTY
QUEEN ELIZABETH
THE QUEEN MOTHER
TOILET SOAP MAKERS

Bronnley

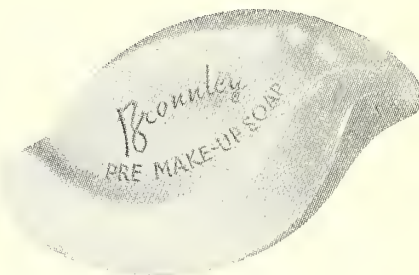
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*The Cosmetic innovation
of the year*

*a facial cocktail
& a firm foundation
for the whole day*

*Another Bronnley
Quality Soap*

H. BRONNLEY & CO. LTD., LONDON, W.3



*The
house
of
Woolley
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all
your
requirements*

PHARMACEUTICALS



ETHICAL & PROPRIETARY
MEDICINES

CHEMISTS' SUNDRIES



SURGICAL
INSTRUMENTS

PHOTOGRAPHIC
EQUIPMENT



JAMES WOOLLEY SONS & CO. LTD., VICTORIA BRIDGE, MANCHESTER, 3
Incorporating J. C. Arnfield & Sons Ltd., Stockport

ON T.V. — — JANUARY AND FEBRUARY



KOMPO will be advertised on I.T.V. (Yorkshire and Lancashire) four times per week commencing January 27th.

DISPLAY AND YOU WILL SELL

Trade — 4-oz. size — 13/4 per dozen plus 4/- Purchase Tax. Retail 1/10

10-oz. size — 25/- per dozen plus 7/6 Purchase Tax. Retail 3/5

Quantity Terms to retailers who order direct or through their usual wholesale house; lots of not less than 6 dozen or equivalent assortment for direct delivery, carriage and packing paid in the U.K.:—

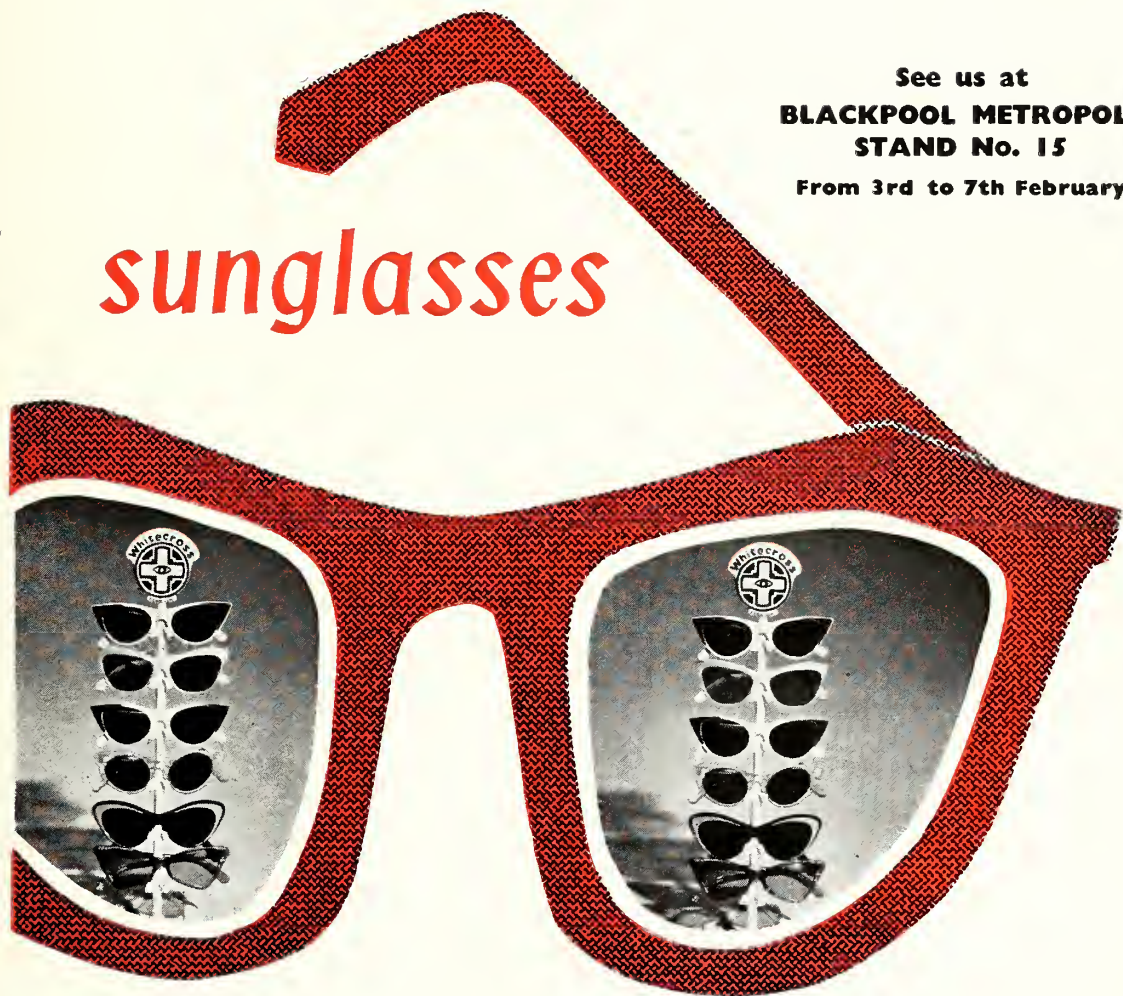
1/10 KOMPO — 11/9 per dozen plus 4/- Purchase Tax.

3/5 KOMPO — 21/11 per dozen plus 7/6 Purchase Tax.

J. F. WHITE & CO. LTD.

Manufacturing Chemists

LOVINGTON LABORATORY, BENSON STREET, LEEDS 7



sunglasses

See us at
**BLACKPOOL METROPOLE
STAND No. 15**

From 3rd to 7th February

TO HELP YOU Whitecross introduce the "Scala" box—a compact unit containing a selection (2s. 6d.—7s. 6d., retail) of 24 Italian ladies sunglasses together with a free display stand—simple, attractive and space-saving.

TO BOOST YOUR SALES the Whitecross Range for 1958 will be given **TELEVISION** advertising backing.

ASK your usual wholesaler for our illustrated brochure.

★ **SEE** our **RHODOGLASS** Lightweights—from France—an up-to-the-minute range with extra sales appeal—retailing from 3s. 11d.



REG. TRADE MARK

★ **Whitecross** Optical Company

(Proprietors, Fredk. Lehmann Co. Ltd.)

Frederick Works, Rochester Place, London, N.W.1.

Tel: GULLiver 6731-2-3

NEW!

OZO

COLOURED
toilet tissue

in a FULL RANGE of DOUBLE PACKS

OZO leads again with a full range of double packs, backed with a handsome bonus! FIVE COLOURFUL PACKS — yellow, blue, peach, green, and white — retailing at 2/4d. What a product ... what a range ... what a bonus for you!

**14 to DOZ
BONUS**

Valid until Feb. 28th, —every gross of OZO ordered before this date brings a bonus of 24 free packs.

**13 to DOZ. BONUS APPLIES
TO SINGLE PACKS**

and you're first to gain
with **14** to **DOZ** BONUS



RETAILS AT
2/4

PLACE YOUR ORDER TO-DAY — IT'S A BONUS WORTH HAVING!
To: Ellern Paper Company Ltd., Ashford, Middlesex.

Please supply . . . gross double packs, plus bonus *
. . . gross single packs, plus bonus *

* **14 TO DOZ. BONUS APPLIES TO DOUBLE PACKS:**
* **13 TO DOZ. BONUS APPLIES TO SINGLE PACKS.**

YOUR NAME AND ADDRESS

YOUR USUAL WHOLESALER'S
NAME AND ADDRESS



This is really **hot**...

Max Factor's

sizzling

new

lipstick

colour...

FIREBRA

in COLOR-FAST and **hi-fi**
lipstick



FIRE

to burn it's way to
the top of your best-seller's list!

STOCK UP NOW!

Think of a red and double it . . . that's the FIREBRAND colour. Think of your best-ever lipstick sales and double them . . . that's the size of the business FIREBRAND is bringing to you! Because here is fashion's newest lip colour—a hot, rich red to herald the coming Spring—the colour women want . . . in Max Factor's Color-Fast and Hi-Fi, the lip-kind

lipsticks that women want! FIREBRAND publicity flames into action from February 2nd . . . with full-colour pages in the top magazines, show-stopping 'spots' on the top T.V. programmes, eye-catching window displays and showcards, can't-resist lipstick testers and point-of-sale material. You won't be able to miss seeing this sizzling FIREBRAND promotion. Make sure you don't miss the fire-cracker sales it will bring. Stock up now . . . for a sell-out!



FLIT-*WORLD'S*

REGD. TRADE MARK

offer you for



FLIT LIQUID

with the **NEW Pleasant Perfume**—
still the finest all-purpose
insecticide in the world.

*By far the most popular of all insecticides;
now more powerful than ever before!*

In 8 oz., 16 oz., 32 oz. and 160 oz. tins



FLIT SPRAYER

The world's best low-cost sprayer

*Every home needs one, every one sold
means repeat orders for Flit.*



FLIT POWDER PUFFER PACKS



*The finest powder
insecticide for killing
ANTS and GREENFLY,
and many other
crawling insects both in
the garden
and in the home.*

**2 oz. Handy Pack
8 oz. Economy Pack**



AND NOW FLIT LOTION

*An insect repellent to give
lasting protection against
mosquitoes, midges, gnats.*

2 oz. bottle

**Maintain your standards and increase your profits
with FLIT high quality and fast-selling products**

LARGEST SELLING HOUSEHOLD INSECTICIDES—

58

Finest Quality Products—Perfumed, safe and non-staining

Record Advertising—Television and magazines

Attractive Display Material—Brings the story to the point of sale

Double Bonus Terms—Giving you bigger than ever profits

THIS RANGE OF

FLIT

Press Button Sprays
Provides the full and
modern answer to insect
pest and unpleasant odour
problems.



FLIT FLYING INSECT KILLER

Gives fast 'knockdown' and kill; is pleasantly perfumed; is safe to use in the presence of food; is non-staining. 5 oz. and 12 oz. sizes.

FLIT CRAWLING INSECT KILLER

A new spray against ants, cockroaches, silverfish and other crawling insects. Remains effective for months when sprayed on surfaces. For households, bakeries, restaurants, etc., 5 oz. size.



FLIT MOTH PROOFER

Protects clothes and other fabrics against moth damage for up to 12 months. Will not stain, discolour or leave powdery deposit. 5 oz. size.



FLIT AIR FRESHENER

Dispers unwanted household odours and helps to purify the air.

FLIT WOODWORM KILLER

A new, intensely active contact killer for larvæ, grubs, mature woodworm beetles and other timber pests, with special tube to facilitate injection direct into holes. 5 oz. size with special nozzle.



ORDER NOW AND ENSURE YOUR DOUBLE BONUS



SEE
OVER

STOCK THE WHOLE FLIT RANGE TO MAKE SURE OF YOUR **DOUBLE BONUS** FOR 1958

On orders which include a minimum 2-dozen parcel of assorted Press Button Sprays and a minimum £5 assorted parcel of other FLIT Products, an additional 2½% discount will be allowed.

And here are your regular Big Profits from FLIT

ON FLIT PRODUCTS OTHER THAN PRESS BUTTON SPRAYS	
10%	on orders to list value of £10 and over
7½%	on orders to list value of £8 and over
5%	on orders to list value of £5 and over
ON ALL FLIT PRESS-BUTTON SPRAYS	
7½%	on any 8 dozen assortment
5%	on any 4 dozen assortment
2½%	on any 2 dozen assortment

FLIT PRICE LIST	RETAIL PRICE	CONTENTS OF STANDARD OUTER	LIST PRICE
FLIT LIQUID INSECTICIDE			
8 oz. tins	2/3 each	2 dozen	18/- dozen
16 oz. tins	3/6 each	1 dozen	29/- dozen
32 oz. tins	5/9 each	1 doz. or ½ doz.	48/- dozen
160 oz. tins	20/- each	Single	168/- dozen
FLIT LIVESTOCK SPRAY 160 oz. tins	17/6 each	Single	145/- dozen
FLIT SPRAYER	3/9 each	1 doz. or ½ doz.	31/- dozen
FLIT POWDER			
2 oz. Puffer Pack	1/4 each	2 dozen	10/8 dozen
8 oz. Economy Pack	4/- each	1 dozen	32/- dozen
FLIT INSECT REPELLENT LOTION 2 oz. bottle	2/3 each (Inc. P. Tax)	2 dozen	15/- dozen Plus P. Tax 4/6)
FLIT PRESS BUTTON SPRAYS			
5 oz. Flying Insect Killer	5/6 each	1 dozen	48/- dozen
12 oz. Flying Insect Killer	10/6 each	½ dozen	92/- dozen
5 oz. Crawling Insect Killer	5/6 each	1 doz. or ½ doz.	48/- dozen
5 oz. Woodworm Killer	5/6 each	1 doz. or ½ doz.	48/- dozen
5 oz. Moth Proofer	5/6 each	1 dozen	48/- dozen
5 oz. Air Freshener	5/6 each	1 dozen	48/- dozen

Price Observance

"All goods are sold subject to the observance by the Buyer of the fixed wholesale or retail prices, notified from time to time, for the products in question in our price lists, circulars and advertisements. No discount, dividend or gift scheme (whether in the form of cash or otherwise) may be given. It is a further condition of sale that the Buyer, if a wholesaler, shall on resale of the goods impose similar conditions on his retail customers."



Order now!

**TO QUALIFY FOR BONUSES
ORDERS MUST BE SENT IN TIME FOR
FINAL DELIVERY BY APRIL 30th**



Tyzanol goes everywhere

A *Tyzanol* spray bottle slips easily into a waistcoat pocket or a handbag, into a desk drawer or the side pocket of a car. In fact it can be carried—and used—almost anywhere. That, plus the fact that *Tyzanol* is a uniquely effective nasal decongestant which acts rapidly without stinging, burning, or rebound congestion, accounts for the popularity of

Tyzanol as a prescription item at this time of year. So when you are checking your stocks of *Tyzanol* remember all those pockets, and handbags, desks, and cars, and make sure that you will be able to meet the scripts as they come in.

Tyzanol is available in plastic spray bottles containing 15 c.c. 0.1% tetrahydrozoline hydrochloride.

PFIZER PHARMACEUTICALS
Manufactured at Sandwich and processed at
Folkestone, Kent



*Registered Trade Mark

Tyzanol*

brand of tetrahydrozoline hydrochloride

**CONVENIENT AND UNIQUELY
EFFECTIVE NASAL DECONGESTANT**

THE UNIQUE CLEANER ACCLAIMED BY
HUNDREDS OF THOUSANDS OF WOMEN

SPRINKLEEN

REGD. TRADE MARK

—NOW TO BE SOLD TO THE NATION BY
THE GREATEST ADVERTISING CAMPAIGN
FOR ANY HOME CLEANER

Housewives who bought SPRINKLEEN from demonstrators in stores have acclaimed it, when writing for more, as the finest product they have ever used for cleaning carpets, upholstery and heavy curtains at home.

Now, SPRINKLEEN is available for sale by chemists all over the country. **Needed** by your customers, SPRINKLEEN will be **sold** to your customers by national advertising of unprecedented impact, including half-minute advertisements from every I.T.V. station in Britain, as well as giant spaces in leading national daily newspapers. If you have not already ordered SPRINKLEEN you owe it to yourself to do so now

Sole distributors to the Wholesale and Retail Pharmaceutical Trade:

FASSETT & JOHNSON LTD., 86 CLERKENWELL ROAD, LONDON, E.C.1
TELEPHONE : CLERKENWELL 2336

and at 139 BATH STREET, GLASGOW, C.2 TELEPHONE : CITY 4747

THE CAMPAIGN INCLUDES A
WHOLE PAGE advertisement
in the **DAILY EXPRESS**
on **Friday, March 21**
READERSHIP 12,203,000

plus ADVERTISEMENTS IN THESE NATIONAL NEWSPAPERS

WHOLE PAGE TUESDAY MARCH 18 Daily Mirror	10" x 4 COLUMNS TUESDAY APRIL 15 Daily Mirror
WHOLE PAGE FRIDAY FEBRUARY 21 Daily Sketch	13" x 5 COLUMNS FRIDAY APRIL 18 Daily Mail
13" x 5 COLUMNS WEDNESDAY FEB. 26 Daily Herald	13" x 5 COLUMNS FRIDAY APRIL 25 Daily Express
10" x 5 COLUMNS WEDNESDAY MARCH 5 News Chronicle	10" x 4 COLUMNS TUESDAY APRIL 29 Daily Mirror
13" x 5 COLUMNS FRIDAY MARCH 14 Daily Mail	13" x 5 COLUMNS FRIDAY MAY 2 Daily Mail
10" x 4 COLUMNS THURSDAY MARCH 27 Daily Sketch	13" x 5 COLUMNS FRIDAY MAY 9 Daily Express
13" x 5 COLUMNS FRIDAY MARCH 28 Daily Herald	As well as large-space advertisements in London Suburban and Provincial newspapers.
13" x 5 COLUMNS FRIDAY APRIL 11 News Chronicle	



and HALF-MINUTE ADVERTISEMENTS
 AT PEAK TIMES FROM
**every commercial T.V.
 station in Great Britain**



Beautiful Hair

B R E C K

S H A M P O O S

The HOUSE OF SPENCER proudly announce that they have been appointed SOLE DISTRIBUTORS IN THE UNITED KINGDOM of the above mentioned products which are made by the World's Largest Manufacturers of Liquid Shampoos.

To INTRODUCE Breck Shampoos to the British Market, the House of Spencer will do two things:

1 They will CONTINUOUSLY back the Retail Trade by Full-Page and Half-Page Advertisements in the following big circulation media : Tatler, Woman's Journal, Queen, Vogue, Harper's Bazaar, Woman & Beauty, Modern Woman, Everywoman, Vanity Fair and others.

2 They are making the Retail Trade an attractive BONUS OFFER : A package of 20 2½ oz. and 8 4 oz. Bottles is yours for £3/3/4 instead of £3/9/2, two 4 oz. Bottles are given free. The 2½ oz. Bottles will cost 27/6 doz. and retail at 3/11 each. The 4 oz. Bottles will cost 35/- doz. and retail at 5/2 each. Purchase Tax of 30% is additional to the above wholesale prices.

There are Three Breck Shampoos — one for each of the different hair conditions : The Breck Shampoo for *Dry Hair* is very mild and emollient and removes only a minimum of oil from hair and scalp. Breck Shampoo for the *Oily Hair* removes the oil film gently but effectively. Finally, Breck Shampoo for *Normal Hair* cleans thoroughly without leaving the hair dry. *Breck Shampoos do not cause excessive defatting and are mild and gentle to hair and scalp.*

GEORGE SPENCER & SON LTD • KYNANCE PLACE • LONDON SW7 • KNIGHTSBRIDGE 8741/2

who are acting on behalf of the Manufacturers

JOHN H BRECK INC • SPRINGFIELD MASS • NEW YORK • CHICAGO • SAN FRANCISCO • OTTAWA CANADA

continuing success of the **New RONSON** with **Super Trim***

* Patents pending

Once again, heavy national advertising and bright new display material will back up your selling. Stock and display all three of these fast-moving models:

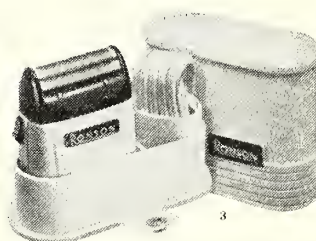


- 1** New Ronson with Super Trim in the handsome presentation case.
Retail price **£8.17.6**

- 3** The standard Ronson, without Super Trim, in the Stow-away pack.
Retail price **£6.19.6**



- 2** New Ronson with Super Trim in the luxurious coach-hide Trip Kit.
Retail price **£10.17.6**

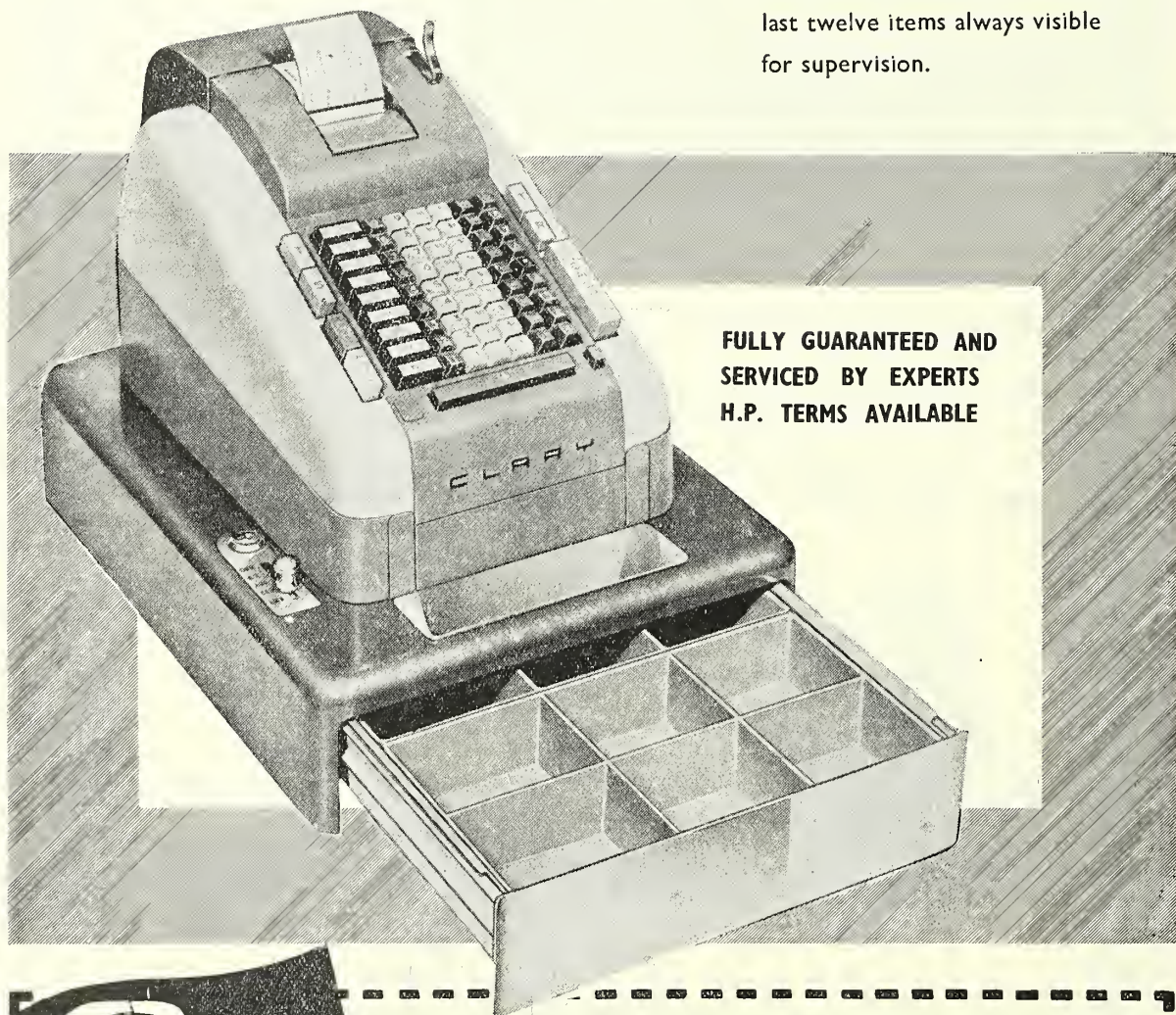


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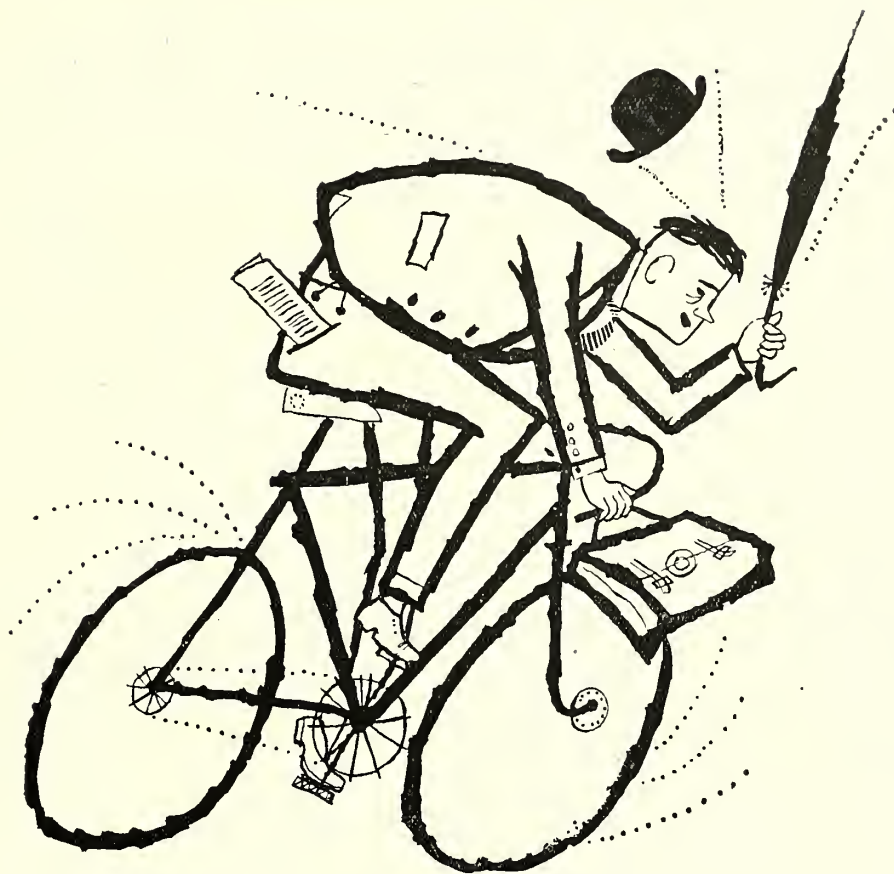


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are first in Britain with shavers in colour! So Sunbeam are telling millions of readers about it through big colour advertisements in all the following mass-circulation magazines — *Reader's Digest*, *John Bull*, *Illustrated*, *Weekend*, *Everybody's*, backed up by black and white advertisements in the *Daily Express* and *Sunday Express*.

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— IN 6 ATTRACTIVE COLOURS

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Certor

REGD.

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Cartons are better for your customers. The dressing can be easily replaced in its carton and kept free from soiling and infection.

EACH CARTON INDIVIDUALLY WRAPPED

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- KEEP WELL IN THE STOCKROOM
- RECEIVED WELL BY THE CUSTOMER

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New!

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BISHOPSGATE 4809 (2 LINES)

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The Roberts Windsor series now comprises:

Soap in six lovely perfumes: Dianthus, Lavender, Lilac, Rose, Gorse, Fern:
Toilet Tablets retail 11d.
Bath Sizes... .. retail 1/10d.

Talc in Dianthus and Fern perfumes, in attractive colourful tins retail 3/0d.

Bath Cubes, individually foil wrapped, presentation-packed—six cubes in a box—in full-colour 'floral spray' boxes in Dianthus and Fern retail 3/3d.

ROBERTS WINDSOR

loveliest of toilet soaps

ROBERTS WINDSOR
SOAP COMPANY LIMITED
THE ACRE, WINDSOR
AND VICTORIA SOAP WORKS
COLWICK, NOTTINGHAM

Men like it easy!



Every man loves to try a new product — provided it doesn't cost too much! SO — WILLIAMS have produced a new special size 'trial' bottle of **'LECTRIC SHAVE'** at only **2/10d**

Hundreds of thousands of NEW-ELECTRIC-SHAVER-USERS are already learning

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on **TELEVISION**
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and **DAILY MIRROR**

**Make sure they buy
it—in the new
special size from
YOU**

STOCK UP NOW with

WILLIAMS
Lectric
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Coll. In a very attractive three colour
No. 1 doz. display outer—ideal for
the counter.

Order now from

SCOTT & BOWNE LTD. 50 UPPER BROOK STREET, W.I.

**"Variety is the spice
of mixed feeding.**

**"When your baby
starts taking a
mixed diet, ring the
changes and make
it as widely varied
as you can."**

This is an extract from an article in a recent issue of *Family Doctor*, in which a leading children's dietitian emphasises the importance of variety in mixed feeding for babies.

This emphasis on variety is the modern trend in baby feeding and your customers will want to keep in step with present-day thinking.

There are 21 varieties of Heinz Baby Foods. Keep a wide selection on display in your store. The more your customers see, the more they'll buy!



**Strained broths,
soups,
vegetables,
and sweets**

Heinz Baby Foods

H. J. Heinz Company Limited, Harlesden, London N.W.10



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

The weekly newspaper for pharmacy and all sections of the drug, pharmaceutical and fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and the Pharmaceutical Society of Northern Ireland*

Volume 169

January 25, 1958

No. 4066

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PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2

Telephone : Central 6565

Telegrams : Chemicus, Estrand, London

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with ovulation
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The CHEMIST AND DRUGGIST

Volume 169

JANUARY 25, 1958

No. 4066

Trade Agreements

HEARINGS START IN APRIL

IT is expected that the Restrictive Practices Court will begin its first case during the Easter term which starts on April 15. It is not yet known which of the 200 cases, involving some forty industries, which were given priority by the Board of Trade will come forward first though it will not be that of the Chemists Federation. Thirty are currently being prepared for the Court. The stage has now been set for the completion of registration by Parliamentary approval of the second Order under the Act (*C. & D.*, November 9, 1957, p. 505). Particulars of all remaining agreements have to be furnished by March 31, with registration taking place as soon as possible afterwards.

Statutory Committee

A CORPORATE BODY TO APPEAR

THE Statutory Committee of the Pharmaceutical Society of Great Britain is meeting at 17 Bloomsbury Square, London, W.C.1, at 2.30 p.m. on February 6, to consider information and evidence from which it appears that a corporate body has been convicted of offences under the Pharmacy Acts.

£21 Withheld

SMETHWICK CHEMIST REPRIMANDED

A SMETHWICK chemist has been severely reprimanded by the town's Health Executive Council for a "gross breach" of his practice. The chemist was said to have failed to supply the mixture ordered by a doctor. A statement by the Executive Council on January 16 said that the chemist admitted he had dispensed a different mixture from the one prescribed without the consent of the doctor. The action was regarded by the Council as a gross breach of pharmaceutical practice and the Council recommended that £21 should be withheld from the contractor's remuneration.

Hospital Administration

OPPORTUNITIES FOR PHARMACISTS

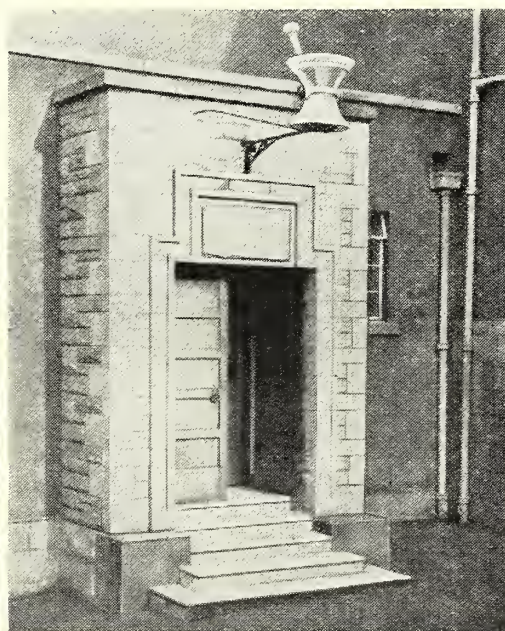
APPLICATIONS for a further sixteen training posts for prospective hospital administrators are being invited by the Minister of Health and the Secretary of State for Scotland under a scheme which began two years ago. The posts are open both to young officers of promise already employed in the National Health Service and to University graduates and professionally qualified per-

sons who wish to make hospital administration their career. Selection is to be carried out by a national committee composed of representatives of hospital authorities, hospital administrators and the organisations responsible for the training. The normal age limit is thirty, but suitable candidates may be considered up to the age of thirty-five. During the three-year training student administrators are given practical experience of hospital administration with different hospital authorities, together with courses of instruction at the Hospital Administrative Staff College of the King Edward's Hospital Fund for London or at the University of Manchester. Fees are paid and students receive a commencing salary of £556.

Essential Oils

LECTURES BY U.S. GUEST SPEAKER

AT the invitation of the British Aromatic Compound Manufacturers' Association, Dr. Ernest Guenther (the world-famous authority on essential oils) is to address members of the Association in London on February 13. Dr. Guenther is to deal with American and West Indian essential oils in the first lecture, and in the second, later in the evening, with African essential oils. Notice of the lectures, which are being



A LINK WITH THE PAST: When, in November 1955, what was then the oldest pharmacy in Scotland closed down (see *C. & D.*, November 5, 1955), its passing removed from the Lawnmarket, Edinburgh, a notable landmark—the mortar and pestle sign seen in the left-hand illustration with St. Giles Cathedral in the background. The pharmacy had an unbroken lease of life of 255 years. Owing to population movement it became redundant, but the mortar and pestle live on. Gifted to the Heriot-Watt College they are now in position over the entrance to the pharmacy department of the College, where generations of students to come will see it daily and where it will maintain a link stretching back to a time when Scotland still had her own parliament.

illustrated with colour films, was given at the annual meeting of the Association, at which Mr. S. R. Mansfield (Polak & Schwarz (England), Ltd.) was elected *chairman* in succession to Mr. L. L. Hitchen (Stafford Allen & Sons, Ltd.), who retired after having completed the full term of office permitted by the Association's rules. Mr. J. A. Clark (Schimmel Boehm, Ltd.) was elected *vice-chairman*.

Analgesics Warning

OPIUM BOARD AND "NARCOTICS"

A WARNING about the possible addiction liability of new analgesic drugs is contained in the report of the Permanent Central Opium Board published on January 13. "In a number of instances," states the report, "the discovery of new analgesics has been followed by publicity, either by manufacturers or in the Press, declaring them to be free from addiction liability. It cannot be too often repeated that when new drugs are introduced everyone concerned in introducing them should take the utmost care that only fully substantiated claims are made in this respect." The report records a continued decline in the use of diacetylmorphine (heroin). Latest quoted statistics (for 1956) show that only three countries manufactured the drug: Britain (37 kilos (less than 82 lb.)); Hungary (12 kilos); and Belgium (11 kilos). The entire Hungarian production and a quarter of the British went into the manufacture of nalorphine, a non-addiction-forming substance. If those quantities are excluded, net world production in 1956 was 39 kilos, the lowest ever recorded. In several countries the use of diamorphine is ceasing when stocks are exhausted—which shows, adds the report, the extent to which they "have followed the recommendation of the international conference of 1931, seconded by the efforts of the World Health Organisation and other international bodies, to put an end to the use of diacetylmorphine in therapy." During the present board's five-year term of office, which ends in March, considerable progress has been made on the opium problem. Production in Persia has ceased, and the policy of the Government of India of progressively reducing quasi-medical and non-medical consumption of opium should be completed by 1959. Dealing with illicit drug traffic, the report concludes that traffic in opium is most active in the Far and Near East and that there is still heavy traffic in heroin.

Chemists Federation

COUNCIL MEETING

A MEETING of the Chemists Federation council was held on January 8, the president (Mr. W. Talvan Rees) in the chair. Meetings of committees were held on the previous day. The following application for manufacturer membership of the Federation was accepted:—Trevena, Ltd., Murray House, Barbican, London, E.C.2 (Dietin). The following applications for wholesaler membership were accepted:—Fylde Laboratories, Ltd., Carrol Street, Deepdale, Preston, Lancs; Knights (Manufactur-

ing Chemists), Ltd., Church Road, Perry Barr, Birmingham, 22B; I. & N. Rabin, Ltd., 189 Shoreditch High Street, London, E.1. Reports were received of arrangements made for a meeting of C.F. action committees in South-east England that was being held in London on January 12, and of C.F. representatives' work in Sussex and Lancashire.

Salk Vaccine

SECOND CONSIGNMENT ARRIVES

THE second consignment of Canadian Salk polio vaccine arrived at Burtonwood Airport, Lancs. on January 22. Evans Medical Supplies, Ltd., Liverpool, distributors in the U.K. for the Ministry of Health, took delivery of the vaccine which had been flown by specially chartered B.O.A.C. aircraft from Toronto. Distribution to all parts of the country started almost immediately.

SCOTTISH NEWS

Drugs for Hospitals

BOARD QUERIES LOCAL PURCHASES

CRITICISM of purchases of drugs and dressings made outwith the central contracts negotiated by the Department of Health for Scotland was made at a meeting of Perthshire Mental Hospitals Board on January 8. A letter from the Eastern Regional Hospital Board drew attention to local purchases and said that the Board must be informed where there was a departure from central contracts. A motion by Lieutenant-Colonel M. Lyle that the Mental Hospitals Board refuse to accept as a principle the idea that the group physician must have prior consultation with the Regional Board or the Department of Health, was approved. Dr. J. McDougall (group physician superintendent) said that now and again when a small quantity of a drug was required it saved time and trouble to purchase locally.

IRISH NEWS

THE REPUBLIC

Lourdes Pilgrimage

PLANS FOR PHARMACEUTICAL PARTY

BECAUSE it is the centenary year of pilgrimages to Lourdes the committee of the Irish pharmaceutical pilgrimage are hoping that the 1958 pharmacists' pilgrimage will be one of the most representative of the profession to go. Travel is by air, leaving Dublin on August 1, and returning from Tarbes on August 13. Accommodation has been reserved in Lourdes. Rates for twelve days are £26 6s. 10d. (single room); £24 7s. 10d. (sharing a double room); and £22 8s. 9d. (sharing a three- or four-bedded room). Return fare is £31 (including pilgrimage card). Intending pilgrims are advised to book early. Applications should be sent to the Secretary, Pharmaceutical Pilgrimage, 69 Palmerstone Road, Rathmines, Dublin. A deposit of £3 must accompany the booking and the balance must be paid before May 1.

Galway Dance

AID FOR BENEVOLENT FUND

A DANCE, organised jointly by the West of Ireland Chemists' Association and Westmeath Pharmaceutical Federation, was held in Galway recently. It proved a successful function, as a result of which the Benevolent Fund of the Pharmaceutical Society of Ireland has received a cheque for a substantial sum (see p. 99). Among those present were the president of the Pharmaceutical Society of Ireland (Mr. M. Power), Mr. H. P. Corrigan (vice-president, P.S.I.), the mayor of Galway, Mr. F. J. Robinson (president, Irish Drug Association), Mr. J. G. Coleman (registrar, P.S.I.), and Mr. B. Smith (secretary, I.D.A.). Mr. Seamus Fox, Athlone, was a capable M.C. Before the dance concluded, Mr. Power thanked all who had attended, the committee for making it such a success and the many firms who had given "spot" prizes. The members of the dance committee were Messrs. M. Fahy, G. O'Neill and A. M. Commins (organising secretary and treasurer), Galway; K. Bowman, Dunmore; R. Kilgarriff, Tuam; S. Fox and H. Naylor, Athlone; J. O'Donnell, Charlestown; Mrs. J. F. Costello and Mrs. McDonald, Galway.

THE NORTH

Associates' Section

MONTHLY COMMITTEE MEETING

THE January meeting of the committee of the Associates' Section of Ulster Chemists' Association was held in Belfast, on January 13, Mr. W. T. Hunter (chairman) presiding. It was unanimously agreed that Mr. R. J. Scott should be co-opted to the committee as a student representative. A leaflet, giving general information for students entering pharmacy, that had been compiled by one of the committee members, was finally approved, and it was agreed that 1,000 copies should be printed and distributed. It was agreed that notice should be sent out monthly in future to members whose subscriptions were overdue. It was also agreed that two book tokens should be sent to the Pharmaceutical Society of Northern Ireland, for presentation to Mr. S. Hughes (best in pharmaceuticals) and Mr. R. S. Mills (best in physics) in the recent examinations. The following applications for associateship were approved:—*Unqualified Assistants*, Messrs. B. M. O'Neill and D. Robinson; *Apprentice*, Mr. R. E. McWilliams.

Lecture Course

NEW SERIES ARRANGED BY P.S.N.I.

THE Pharmaceutical Society of Northern Ireland are holding a series of lectures by Professor O. W. Wade (professor of therapeutics and pharmacology, Queen's University, Belfast) at the Institute of Clinical Science, Grosvenor Road, Belfast. Dates and provisional titles of the lectures are: February 3 and 10, "Modern Antibiotic Therapy"; February 17, "The Control of Pain and its Problems"; February 24, "The Chemotherapy of Malignant Disease"; March 3, "The Use and Abuse of Vitamins."

NEWS IN BRIEF

SULPHADIAZINE tablets worth £1,300, to help in treating disease following the recent floods, left London Airport for Ceylon on January 21.

THERE were about seventy children and adults present at the annual children's party of Blackpool and District Branch of the Pharmaceutical Society held on January 15.

In a smash-and-grab raid early in the morning of January 13, Coyle & Bullen, Ltd., Chemists, 69 York Street, Heywood, Lancs, lost £100 worth of cameras and accessories.

AN £80,000 group-practice-type medical centre opened at Harlow, Essex, on January 20, is the fourth in that "New Town." None of the four includes facilities for dispensing patients' prescriptions.

FEEDING pigeons in city squares might lead to psittacosis, warned Dr. A. Sample (medical officer of health, Liverpool) recently. Over a third of the pigeons he and his staff examined had the causative virus.

INFLUENZA deaths in the 160 great towns of England and Wales rose to 155 in the week ended January 11, against 143 the previous week. The total of 298 compares with thirty-six in the corresponding period of 1957.

At the annual meeting of the Royal Microscopical Society, held recently, Mr. John Bunyan, L.D.S., R.C.S. (Leverhulme Research Fellow, St. Mary's Hospital Medical School, Paddington) was elected *President*.

At December 10, 1957, the official index figure, which measures changes in the average level of retail prices compared with the level at January 17, 1956 (taken as 100), was 108.2, against 197.7 for November.

THE CHEMIST AND DRUGGIST leader on "Ethics of News-column Publicity" (see *C. & D.*, January 18, p. 67) was quoted liberally by *The Times* of January 18 under the heading of "Pharmacists warned against publicity."

LONDON newspapers on January 22 were hinting at rising charges to National Health Service patients, basing their predictions on the fact that the Minister of Health was three times called to attend meetings of the Cabinet.

THE use of machines for impressing stamps on National Insurance cards by means of metallic dies as an alternative system to adhesive stamps is explained in the Ministry of Pensions and National Insurance leaflet N.I. 44 dated February.

ALTHOUGH no committee of inquiry has been set up under a decision taken by the British Medical Association ten months ago to conduct a comprehensive inquiry into the National Health Service, it is understood that the plan to do so has not been abandoned.

A TIN of baby powder prescribed by a doctor could not be considered to be a "drug" the Finance and General Purposes Committee of Lincolnshire (Kesteven) Executive Council reported to the Council on January 14. It was accordingly ordered that the doctor must reimburse the cost of 3s. 1d.

TOPICAL REFLECTIONS

By Xrayser

A Specialised Field

In one of his immortal and fanciful tales of the docks, W. W. Jacobs told of a sea-captain who gambled and lost, and was eventually discovered by the cabin-boy, reading the advertisements in yesterday's newspaper and attired in a pair of socks, in the house where he had given hostages to fortune. We are not told whether the choice of reading matter was dictated by the captain's having read everything else first, or if the reading of advertisements was his personal preference. The fact remains that the captain, in common with the large majority of people, read the columns devoted to advertising. But things have changed since the days of Jacobs and, as was reported in a recent issue of *THE CHEMIST AND DRUGGIST*, and editorially noticed, a National Management Conference took a critical look at modern advertising. It was to be expected that television of the commercial variety would make a strong appeal to advertisers and their agents, and the new medium appears to have been successful in its first impact. It has the merit of novelty, and the whole concept is aided and abetted by those to whom television or its commercial variety is still something new and fresh, and by whom everything must be "viewed" and nothing missed. It would seem, therefore, that the field in television advertising is not likely ever to be a constant, for the new and all-devouring devotee is likely to be offset by the more *blasé* and the selective viewer.

The New and the Old

The quick response to a peak television "spot" might conceivably swing the major expenditure on advertising into that particular medium, for it is unquestionably the response of the masses which influences. Advertising inevitably follows the trend of the times, as has been evident in the strip-cartoon style of attracting attention in magazines and newspapers. If it is true, as has been asserted, that strip cartoons and so-called "comics" are increasingly the reading matter of large numbers of people, then that particular form of telling a story will be read by those who take their reading in that form, and they are not an insignificant number. Modern advertising in some magazines and periodicals has reached a high degree of artistic and aesthetic merit, which makes the reader look twice—a thing that the new medium does not permit him to do. Some of the recent photographic illustrations in *THE CHEMIST AND DRUGGIST* are an indication of what I have in mind, I should say—with no market research or expert knowledge to guide me—that the manufacturer who puts his all into the television basket may find a less reliable and more fickle market than if he also used the Press, unless he is prepared to go on supplementing his original scheme in snowball fashion. Many pharmacists could tell of obscure little cuttings from obscure little newspapers finding their target. It has always surprised me how carefully newspaper advertisements are combed, until one almost begins to suspect that the readers have been in like plight to that of the sea-captain of Jacobs.

Common Sense

The instruction to the effect that 5 mgm. of phenoxymethyl penicillin is neither here nor there for the time being seems eminently sensible. It has always seemed to be a little unnecessary to have this form of oral penicillin available in strengths so near and yet so far as 120 mgm. and 125 mgm., and the permission from the Ministry of Health to use one for the other, pending the introduction of a standard of the latter strength, is realistic. For some time I have wondered whether another little reform was outside the bounds of possibility. Some of the brands put out in two strengths are quite small tablets, the half-strength tablet being exactly half the price of the full-strength, if we may describe them so. Is there any necessity for such duplication? It has never, apparently, been thought to be an insuperable difficulty with the sulphonamides to have a uniform strength and to instruct the taking of six, or four or two. Why then the difference with oral penicillin?

SECOND REPORT FROM CONSUMER RESEARCH

Observations on talcum and stomach powders and polythene hot-water bottles

THE second issue of *Which?*, the quarterly official journal of the Association for Consumer Research, Ltd., 16 Victoria Park Square, London, E.2 (see C. & D., October 12, 1957, p. 406), includes reports on tests on the quality of talcum powders, stomach powders and polythene hot-water bottles marketed by manufacturers.

The Association offers little adverse criticism of talcum powders (under which term they include "bath" and "dusting" powders also). One sample of each of eleven brands was analysed and "there seems to be little to choose between them." Introducing the table set out on this page, the report states: "You may choose a powder for its scent or for its packaging or other subjective qualities. But if you do not, the talcum powders can be judged by their price per oz. In our view, perfume and other intangibles apart, the best buy is at the top of the list and the order descends from there."

NAME	Price per oz. s. d.
Boots 365	3½
Johnson's baby powder (large size)	5
(small size)	6
Nivea baby powder	7
Cusson's Imperial Leather Gala Ballet	9
Morny French Fern	1 0½
Yardley English lavender	1 2
Bourjois Evening in Paris	1 3
Max Factor Electrique	1 5½
Talc de Coty	1 10
Lentheric Tweed	2 0½

It is pointed out that purchase tax is 30 per cent. on Johnson's and Nivea baby powders, against 90 per cent. on the remainder tested.

Uses and Abuses of Stomach Powders

Eleven brands of stomach powder were analysed and the results tabulated. The table gives the composition of the powders, the amount in the package, retail price and price per oz. An explanation of the workings of stomach powders "by a doctor" introduces the report. It states: "... Stomach powders are perfectly safe when used to deal with occasional bouts of indigestion. Harmful effects can only occur when an antacid which is absorbed by the body is taken in large doses over a long period. Carbonates and bicarbonates, particularly sodium bicarbonate, should not be taken in that way, because their continued absorption may disturb the body's chemical equilibrium. ... In practice that complication is extremely rare, but if antacids are needed regularly, by ulcer sufferers for example, those containing magnesium trisilicate or aluminium hydroxide are recommended. ... Magnesium compounds frequently cause mild diarrhoea, and so are often mixed with aluminium hydroxide, which has the opposite effect. ..."

The review lists eleven stomach

powders, which are divided into two classes: those for occasional use (Boots' alkaline "stomachic" powder No. 1, Opas stomach digestive powder, De Witt's antacid powder, Bisodol, Bismag, Maclean's indigestion powder and Birley's antacid powder); and those for regular use (Alocol, Gastomag, Magsorbent powder, Digene). Summarising the result of its investigations, the Association states that all of those products are safe and useful. Four (Magsorbent, Gastomag, Digene and Alocol) are specially recommended if an antacid is often needed. "So far as the ingredients are concerned, we see no reason for the great differences in price, and consider that the "best buy" in each of the groups is the cheapest (Boots' alkaline powder No. 1 and Alocol). In both groups an alternative is to buy the B.P. chemical, which has much the same effect."

"Faulty Design" Charge

Tests on two branded polythene hot-water bottles resulted in the Association's giving qualified approval to the Suba bottle (William Freeman & Co., Ltd.), and criticising for faulty design, the Polysafe bottle (G.K. Group (Plastics), Ltd.). The Polysafe is also criticised for being made from a material of low softening point. The two polythene bottles were compared with a good-quality conventional rubber bottle of comparable price in tests designed to ascertain whether the polythene bottles became as hot as rubber bottles, whether they retained their heat for so long, and whether they would be inclined to leak, burst, melt "or otherwise misbehave." The Association also wanted to know how long the polythene bottles would last (compared with each other and with the rubber bottle).

Accordingly the three bottles were filled with boiling water and the maximum surface temperature in the centre of the flat face was recorded. Temperature readings were again taken thirty minutes later, the filled bottles having meanwhile been left suspended in the air. The rubber bottle became hotter than the polythene bottles but lost more heat in thirty minutes. Maximum surface temperatures were: Dunlop (rubber), 82° C.; Suba, 79° C.; Polysafe, 78° C. Temperature falls after thirty minutes were: Dunlop, 18° C.; Suba, 11° C.; and Polysafe, 13° C.

The two polythene bottles were filled with boiling water and dropped on to a stone floor from a height of 8 ft. Neither bottle suffered any damage to its body, but the Suba landed on the cap, which fractured. The test was repeated with another Suba sample, which did not land on the cap, and bottle and cap emerged undamaged.

Each polythene bottle was filled with boiling water, allowed to heat up for about five minutes, emptied, and immediately filled with cold tap-water. The cycle was repeated twenty-four times. The hydraulic bursting pressure of the bottles was then measured and compared with that of new bottles to see if

they had been weakened in any way. Boiling water was used because the testers believed that, in spite of the instructions on the bottles, people were liable to fill the bottles with boiling water. The Suba showed no obvious defects during, or as a result of, that treatment.

"Difficulty in Filling"

The Polysafe was more difficult to fill because it had no handle. When filled, it presented difficulty in expelling the air from the space above the water, and when the cap was tightened the pressure inside expanded the bottle until it had "swelled alarmingly." In addition, the thread in the cap was found, in use, to become more and more difficult to screw up properly. It was also difficult to get the air out of the Suba, but, on account of its stronger construction, its shape was not affected by the pressure within. That meant, however, that if, for any reason, the cap were unscrewed immediately after the bottle had been filled, there might be a rush of hot steam.

At the end of the test, although the Polysafe bottle returned to approximately its original size on cooling, its thin side walls were permanently set in slight bulges at the bottom corners as a result of the great expansion it had undergone.

When the two bottles were subjected to hydraulic pressure to the point of destruction it was found that neither appeared to be structurally weakened by the temperature cycling test. A new Suba bottle burst at 45 lb. per sq. in.; so did the temperature-cycled article. A temperature-cycled Polysafe burst at 40 lb. per sq. in., and so did a new one.

Which? states that the testing laboratory made a detailed report on the construction of the two polythene bottles. The Suba was of high-density, the Polysafe of low-density polythene. "Low-density polythene is likely to distort in hot water; high-density is not."

"The technicians considered that it was possible to overtighten the Polysafe cap, and so let the rubber annular washer go down into the neck of the bottle, which would make it impossible to seal properly. That could not happen with the Suba, because the rubber washer covered the whole of the inside of the cap. The Polysafe bottle is guaranteed for twenty-five years against 'rot.' Commercial polythene has not been on the market for twenty-five years so that is prophecy; and polythene does, in fact, normally deteriorate in strong sunlight. However, hot-water bottles are not usually left in strong sunlight, and polythene, by its nature, is more durable than rubber. So far as the length of life is concerned, the polythene bottles have the advantage—but weaknesses at seams and cap may offset that."

Conclusion drawn by the Association from the results of the tests are that "the Suba may be given qualified approval."

RÔLE OF THE FUTURE PHARMACIST

As guide through "jungle of proprietaries"

THE rôle of the pharmacist of the future would be to help the doctor find his way through the jungle of proprietary medicines, said SIR HUGH LINSTED (a secretary of the Pharmaceutical Society) at a joint meeting of the Thames Valley and Wimbledon Pharmacists' Associations on January 14. With the European common market on the horizon the number of foreign proprietaries appearing in Britain would increase and add to the general confusion of the situation. Whether that would stimulate Government control of proprietaries he did not know. He envisaged the doctor telling the pharmacist the drug he wanted to prescribe and the pharmacist advising the best form in which to prescribe it. In a health service, Sir Hugh continued, there was a constant tug-of-war between cost and standards. It had been hoped that the health centre would be a money saver but in practice health centres had proved unpopular with the public and costly in operation and so the project had gone into cold storage. Limitation of pharmacies had been done quite effectively in certain foreign countries and as a means of reducing overheads when looked at from a National level might appeal to a Government seeking to reduce the cost of the health service. One thing British pharmacists had not to face was the competition of the Friendly Societies whose enormous growth in Belgium and Italy especially, had resulted in the phenomena of Friendly Society dispensaries, doctors and formulary. Pharmacy in Britain had a great deal to its credit. It had taken on the burden of National Health Service dispensing without letting the public or the Ministry of Health down and had done the job so quietly that very little notice had been taken of it. He urged pharmacists to maintain the standard of quality of presentation associated with the days of pink string and sealing-wax. Remuneration would follow quality and indeed it was better that remuneration should follow quality rather than making quality depend on remuneration.

Assistants in Dispensing

Dealing with the problem of assistants in dispensing Sir Hugh said that a Whitley Council had been obliged to give a salary scale for such assistants and as a result the Society of Apothecaries was giving a new lease of life to their Assistants in Dispensing qualification. The Pharmaceutical Society had publicly stated that they did not want to be concerned with assistants in dispensing. He thought, however, that succeeding generations of pharmacists might regret that the Society had not taken some responsibility in the matter even to the extent of giving the assistants an examination. Mr. H. MOSS (Thames Valley) said that as a member of the Central N.H.S. Contractors Committee he was sceptical of the statement that remuneration would follow better quality. Sir Hugh had said that he would not like to see the present-day pharmacy alter a great deal but if

the observations of the pharmacist as a pharmacologist were followed the tendency would be a diminution of the retail side of pharmacy with increasing dependence on Government custom *via* the N.H.S. SIR HUGH said that pharmacists should not be afraid of quality and high salaries. High salaries worked themselves into the overheads of a business and more and more the remuneration of contractors was being determined by analysis of accounts. MR. L. M. SPALTON (Thames Valley) said that it was generally felt that Britain was a nation of drug takers but in comparison with other countries that was not so. Sweden and Germany, for example, spent over twice the sum per head of the population while in

America over four times the British figure was spent per head of the population on drugs. In Britain the pattern of prescribing was 40 per cent. proprietaries and 60 per cent. non-proprietaries while European prescribing used up to 80 per cent. of proprietaries. SIR HUGH said that the British pattern was largely the result of having the National Formulary. Mr. MOSS (Thames Valley) asked the possibility of getting doctors to prescribe by chemical name. SIR HUGH said that the World Health Organisation had been trying to agree on such an international list of drugs to put into an International Pharmacopoeia but even with the very great resources of that organisation only a limited list had been produced.

Mr. A. Shaw (president, Thames Valley Association) presided and a vote of thanks to the speaker was proposed by Mr. H. Bacon (president, Wimbledon).

RECRUITMENT TO PHARMACY

Entrance standard difficulties in Scotland

RECRUITMENT to pharmacy in Scotland would cease altogether if the Pharmaceutical Society persisted with the entrance qualifications required after March, it was stated at Fife Education Committee on January 13. The difficulty, said Dr. D. M. McIntosh (Director of Education, Fife), arose because of the difference between the English General Certificate of Education at Advanced Level and the Scottish Leaving Certificate. After March it was likely, owing to the entrance requirements, that Scottish candidates would be penalised. The Scottish Education Department was being asked to ensure that the Pharmaceutical Society and other professional bodies adjust entry qualifications to give full credit to Scottish Leaving Certificate passes. Later Dr. G. M. Macmorran (assistant resident secretary, Scottish Department of the Pharmaceutical Society) asserted that the Society was already giving credit to the Scottish Leaving Certificate. The entrance qualifications for the whole country were being altered as from March, but with no bias towards England. Candidates would now need the equivalent of the university attestation of fitness as it applied to both countries, said Dr. Macmorran. The Scottish boy would leave school at the end of his fifth year, in company with his leaving-certificate group, and would then go to college for four years. The English boy would leave at the end of his sixth year, with his General Certificate of Education (Advanced), and would study for three years at college.

Dr. D. McCall (resident secretary, Scottish Department, Pharmaceutical Society) enlarged on Dr. Macmorran's statement in a letter to *The Scotsman* on January 17. He writes:

"Many attempts have been made to equate the standards of the school certificates of England and Wales and of Scotland. It is generally agreed that the G.C.E., Ordinary level, is of a lower standard than the Lower grade of the Scottish Leaving Certificate, whereas the G.C.E., Advanced level, is higher than the Higher grade of the Scottish Leaving Certificate. Any professional body having a British qualification is faced with the difficulties arising

from the different standards of the school certificates of the two countries. The Scottish Universities Entrance Board has been faced with the same problem, and its solution has also met with criticism. When framing the regulations affecting entrance qualifications for a student, the Council of the Pharmaceutical Society of Great Britain and the executive of the Scottish Department of the society jointly considered the appropriate standards required in each country, and agreed that these should approximate to university entrance standard. The new regulations affecting registration as a "student" in so far as they apply to Scotland differ only slightly from the previous regulations. Formerly, the minimum requirements on a Scottish Leaving Certificate were "two Highers and three Lowers," whereas under the new regulations they are "three Highers and two Lowers." Fully three-quarters of the Scottish students entering pharmacy during the last five years have, in fact, had a school certificate which would be accepted under the new regulations.

The differences in standards between the school certificates of the two countries also affect subsequent training; e.g., most universities in England and Wales will accept passes on the Advanced level G.C.E. in appropriate subjects as exempting from the first year of a degree course, whereas in Scotland no exemption from the first year of a degree course, in part or in full, is granted to students holding a Scottish Leaving Certificate with passes on the Higher grade. The many difficulties arising from lack of uniformity in standards (even if uniformity were desirable) and the differences of standards required for university entrance, make the whole subject extremely complicated."

LEGAL REPORT

Alleged Theft of Sanitary Towels

WHEN three men appeared on remand at Old Street, London, magistrates' court on January 14 on charges arising out of alleged thefts from a company with premises in Old Street, Shoreditch, and Kentish Town, the prosecution said that one of the accused, Patrick Harold, 38 Park Mansions, London, S.W.9, had "admitted his part in

this." Accompanying Harold in the dock were Eric Snape, a company director, 65 Brookdene Road, London, S.E.18, and John Myers, a shopkeeper, 221 Princes Gardens, West Acton, London, W.3, who carries on business at Walworth, London. Harold was charged with stealing fifteen cartons of sanitary towels, worth £46 10s., belonging to his employers, Lilia-White (Sales), Ltd.; and with stealing a quantity of sanitary towels and cotton wool, value not stated. Against Snape were two charges—receiving twenty cases of sanitary towels, worth £59 13s. 4d. and receiving sanitary towels and cotton wool, value not given. Finally Myers was accused on one charge only of receiving seventeen cases of sanitary requisites and two cases of cotton wool, total value £64 16s. 8d. The accused were remanded on bail. A detective inspector alleged that the company had been losing £26,000 a year through pilfering. The prosecution said that Harold was employed since 1952 as a driver in the London area for the delivery of goods. One of Lilia-White's customers was a firm of wholesale chemists, P.W. Supplies, New Cross Road, London, S.E.14. The principal had been a man called Leslie Jacobs. Snape had been and still was a director of the company, and he continued to play an active part in the running of the business after Jacobs terminated. It was alleged that when Snape was questioned he admitted buying goods from a Lilia-White (Sales) driver and that he knew they were stolen, and he said he knew that Leslie Jacobs had been dealing in the property for some time previously, but he himself had only just come into it. Snape was taken to the police station and there a telephone number was found in a diary and he said it was the number of "Ted" the driver. Snape added that he got the telephone number from Jacobs. The police then went to Wimbledon where Harold lived and he was told there had been considerable losses by theft from Lilia-White (Sales) and that he was responsible. Later Harold, the prosecution alleged, admitted "his part in this" and said it had been going on for twenty years. The inspector mentioned certain firms and Harold selected three and later said that he would plead guilty to those three instances. He said he had only made £7 to £8 a week out of it. A police officer went to Myers' business premises in Walworth and found the goods the subject of the charge against him. Later Myers was seen at his home and he was unable to produce any invoices.

At a subsequent hearing on January 21, a police inspector spoke of an interview with Myers on October 31, 1957. He said he told Myers: "On October 26, 1957, your premises at 2 East Street, Walworth, were searched by my officers and cases of sanitary towels and cotton wool were found. Would you care to tell me where you got them?" Myers replied that he got them from P. W. Supplies of New Cross without invoice. Asked if he knew the goods were stolen Myers replied "I know they are hard to get. I didn't make much out of it. We are cut-price retailers. . . . I have been a fool to buy them." The case was further adjourned until February 4.

COMPANY NEWS

Last year's figures in parentheses

G. D. SEARLE & CO., LTD.—Dr. G. R. Venning, M.R.C.P., has been appointed medical director.

A. J. MILLAR & CO., LTD., Dublin.—Profit for year ended October 31, 1957, after all charges was £16,885. Ordinary dividend, 10 per cent. plus bonus of 4 per cent., less tax.

FLEXILE METAL CO., LTD.—Mr. F. W. Rumball has retired from his position as works director because of ill-health, but is retaining his association with the company as outside consultant. Mr. E. A. Thorne, formerly the works manager of Flexile's Holloway factory, has been appointed general works manager of the company.

GRIFFITHS HUGHES PROPRIETARIES, LTD., and J. C. & J. FIELD, LTD.—Griffiths Hughes Proprietaries, Ltd., through their subsidiary, E. Griffiths Hughes, Ltd., are offering to purchase all the £125,000 Ordinary and £125,000 "A" Ordinary shares of J. C. & J. Field, Ltd., for cash at 12s. 6d. per 5s. share. The offer is open until February 10 or such extended time not more than four weeks later, and is conditional upon 90 per cent. acceptance or such lesser percentage of either class as the purchaser may decide. If the agreement becomes unconditional, Messrs. Fields will sell to Mr. D. R. Collins and the trustees for his children, the two largest shareholders, all the shares in its subsidiary D. R. Collins, Ltd., for £225,000, also all the shares in its other subsidiary, Jane Seymour, Ltd. (which now owns all the shares in Goya, Ltd.) for £224,761, subject to adjustment. The Collinses will lend, or cause to be lent, £200,000 to D. R. Collins, Ltd., to assist it to complete the Jane Seymour purchase. If the offer becomes unconditional, the directors of Field's will resign without compensation but will remain directors and employees of the subsidiaries, which will in that event pass out of the control of the company.

Compulsory Liquidation

On the petition of The British Drug Houses, Ltd., Graham Street, London, N.1, creditors for £78, Mr. Justice Vaisey in the Chancery Division, London, on January 20, made an order for the compulsory winding-up of the Parade Drug Stores, Ltd., Newington Green, London, N.16. Mr. A. C. Sparrow, who appeared for the petitioners, said there was one supporting creditor. A week ago a director of the company was granted a week's adjournment but nothing further had been heard from the company and it was not represented.

Voluntary Liquidation

PAL CHEMICALS, LTD., wholesale and retail chemists and druggists (R.O.) 27 Marsh Gate Lane, London, E.15. Liquidator: James P. Vallance, 3 Clements Inn, Strand, London, W.C.2.

New Companies

P.C. = Private Company; R.O. = Registered Office

N. A. HILL, LTD. (P.C.).—Capital £100. To carry on the business of wholesale or retail consulting chemists, etc. Subscribers: Ernst Lindenberg, 12 Dry-

den Chambers, 119 Oxford Street, London, W.1, and Hildegard J. Lindenberg. Anne J. Coffer is the first director.

SPILSBURY'S (SCARBOROUGH), LTD. (P.C.).—Capital £3,500. To carry on the business of wholesale or retail consulting chemists, opticians, etc. Directors: Henry Owston, M.P.S., and May Jessop. R.O.: 8 North Marine Road, Scarborough.

WATFORD SURGICAL SUPPLIES, LTD. (P.C.).—Capital £100. To carry on the business of dealers in surgical and medical appliances, equipment, etc. Directors: Florence M. Wisbey, Walter E. Wisbey and John W. Wisbey. R.O.: 1 Verulam Buildings, Gray's Inn, London, W.C.1.

BUSINESS CHANGES

THE Linhof service department of Rank Precision Industries, Ltd., are removing to 37 Mortimer Street, London, W.1, on February 1.

DERRICK HEMINGWAY, LTD., is the new title adopted by H. K. Duckworth, Ltd., Grange Pharmacy, Grange-over-Sands. There is no change in the board of directors.

Appointments

BRITISH OXYGEN GASES, LTD., have appointed Mr. Malcolm Turner Clark chief chemist at their Cricklewood laboratory.

GENATOSAN, LTD., Loughborough, Leics, have appointed Mr. D. T. Titcombe their southern area field manager.

SAVILLE PERFUMERY LTD., have appointed Mr. J. N. Whitehill, 49 Bedford Road, Liverpool, 4, their representative for Lancashire, Cheshire and North Wales.

THE DISTILLERS CO. (BIO-CHEMICALS), LTD., have appointed Messrs. C. Birkett and G. V. Hopwood marketing manager and assistant marketing manager respectively.

BRITISH PATENT PERFORATED PAPER CO., LTD., Hackney Wick, London, E.9, have appointed Mr. P. A. Black in the place of the late Mr. A. W. Wills, and Mr. R. A. Gunson in the place of Mr. J. Peach who is retiring after twenty-three years' service with the company.

THE chemicals division of Newton Chambers & Co., Ltd., Thorncliffe, Sheffield, have made the following appointments to their representative staff: Messrs. Robert J. Essery (Warwickshire and part of Birmingham); Alan Gibson (Worcestershire and part of Birmingham); John H. B. Harris (Border counties of Scotland); David Hazelgrove (Sussex); Albert C. Rowley (East Birmingham); Eric Smith (North of Scotland); John A. Whitby (West and some South-west postal districts of London); Jack Barton (North Sheffield, Rotherham, Barnsley and Chapeltown areas) and Warren C. Connery (relief representative). Mr. Ernest Young has been appointed a representative by the chemicals division consumer sales department and Mr. Michael William Walton, assistant sales manager of the trade sales department.

DEATHS

ARDAGH.—On January 8, Mr. Alexander William Ardagh, M.P.S., Church Street, Armthorpe, Doncaster, Yorks, aged sixty-three.

BUTTERWORTH.—On December 19, 1957, Mr. Ernest Butterworth, M.P.S., Jassamine Cottage, Camp Road, Ross-on-Wye, Herefords, aged seventy-eight.

CAMPBELL.—At a Dublin nursing home on January 13, Mr. Ronald Edwin Campbell, M.P.S.I., 12 Cremore Park, Glasnevin, Mr. Campbell qualified in 1908.

CHAMBERLAIN.—Recently, Mr. Percy Garratt Chamberlain (a director of A. G. Chamberlain (Chemists), Ltd., Market Place, Rugby), aged seventy-seven. Mr. Chamberlain was educated at Rugby School and Gonville and Caius College, Cambridge, where he received his degree in Natural Sciences in 1902, and afterwards joined his father in the family business.

CORLETT.—On December 28, 1957, Mr. John Pinquey Corlett, M.P.S., 302 Harwick Road, Colchester, Essex, aged seventy. Mr. Corlett had been in business in Colchester for twenty years before retiring five years ago.

COX.—On December 27, 1957, Mr. Walter Cox, Kent View, Station Road, Canvey, Essex, aged seventy-six. Mr. Cox was at various times in business at Hanwell, Leyton and Iver.

DUNNINGHAM.—On December 17, 1957, Mr. Albert George Dunningham, M.P.S., 5 Post Office Parade, Parkstone, Dorset, aged seventy-seven.

FAZACKERLEY.—At Lagos, Nigeria, on January 12, Mr. Roy Colgon Fazackerley, aged thirty. Mr. Fazackerley was travelling representative in West Africa for Ayrton, Saunders & Co., Ltd., Liverpool.

HALL.—At his residence, 2 Parkmount, Bangor, on January 15, Mr. Richard Hall, M.P.S.N.I. Mr. Hall qualified in Northern Ireland in January 1926, and for the past twenty-six years had carried on a pharmacy at 126A Main Street, Bangor. Prior to that he conducted a similar business at Kilkeel. Mr. Hall was an active member of the executive committee of the Ulster Chemists' Association from 1943 until 1948, when he retired owing to illness. He was also the secretary of the North Downs Chemists' Association prior to and during that time. He is survived by his wife and daughter, Miss Dorothy Hall, M.P.S.N.I., who is also engaged in his pharmacy. His nephew Mr. W. S. Hall, M.P.S.N.I., of Larne, is a member of the Council of the Pharmaceutical Society of Northern Ireland. The pharmaceutical organisations were represented at his funeral.

HANWORTH.—On December 20, 1957, Mr. Frederick Arthur Hanworth, M.P.S., 4 Plume Avenue, Shrub End, Colchester. Mr. Hanworth qualified in 1906.

LOWE.—Recently, Mr. James Tasker Lowe, M.P.S., 113 Rocky Lane, Liverpool, 6. Mr. Lowe qualified in 1923.

MCGREGOR.—On January 14, Mr. James McGregor, M.P.S., 13 Singlewell

Road, Gravesend, aged seventy-six. Mr. McGregor was manager of Boots, Ltd., 21 High Street, Gravesend, which branch he opened in 1910. Mr. McGregor won awards as a bowls champion and it was one of his proud claims that he had played bowls with Dr. W. G. Grace, the famous cricketer.

MORRIS.—On December 22, 1957, Mr. Skone Rees Morris, M.P.S., 40 Brae Court, Kingston Hill, Kingston-on-Thames, Surrey, aged seventy-five.

MORRISON.—On January 19, at 33 Lubnaga Road, Newlands, Glasgow, Mr. Murdoch McKay Morrison, M.P.S., whose registered address was 153 New City Road, Glasgow. Mr. Morrison qualified in 1934.

MOSCROP.—On January 2, Mr. John Moscrop, M.P.S., 29 Main Street, Shildon, co. Durham, aged forty-two.

ORDISH.—On January 16, Mr. Francis Prior Ordish, M.P.S., 138 Bedford Hill, London, S.W.12, aged eighty-four. Mr. Ordish had exceeded fifty years as a pharmacist when he retired in April 1956. He had been in business at 13 Chestnut Grove, Balham, for a number of years.

RUSLING.—On December 20, 1957, Mr. Charles William Rusling, M.P.S., 37 Primrose Lane, Hall Green, Birmingham, 28, aged fifty-six. Mr. Rusling was for thirty-three years manager of W. H. Wilkins, Ltd., Birmingham.

SINCLAIR.—Recently, Mr. Thomas Lowrie Sinclair, M.P.S., 37 Kelly Street, Greenock, aged seventy-six. Mr. Sinclair was in business in Greenock, for forty-two years, and retired five years ago. He was one of the prime movers in the establishment of the Greenock Chemists' Association, being secretary for many years and serving a term as president. Mr. Sinclair was also for five years a member of the North British Executive of the Pharmaceutical Society (now the Executive of the Scottish Department).

SMITH.—On December 7, Mr. Albert Smith, pharmaceutical chemist, 109 Harewood Avenue, Bournemouth, aged seventy-five. Mr. Smith formerly resided in Winchester.

STRONG.—On December 30, 1957, Mr. Arnold Tom Strong, F.P.S., Market Square, Stow-on-the-Wold, Glos. Mr. Strong qualified in 1912.

TIERNAN.—On January 10 after a two-months' illness, Mr. Martin Tiernan, M.P.S., aged thirty. Mr. Tiernan was manager of the Brown Avenue, Mansfield Woodhouse pharmacy branch of the Mansfield, Sutton and District Co-operative Society, Ltd. Mr. Tiernan, who qualified after training at the Liverpool School of Pharmacy, was a committee member of the Mansfield Branch of the Pharmaceutical Society. He is survived by his widow, two sons and a daughter.

WATERHOUSE.—Recently, Mr. Harry Waterhouse (for over twenty years a salesman with Cephos, Ltd.), aged seventy-nine. Mr. Waterhouse retired four years ago.

WINSER.—On December 21, 1957, Mr. Frederick Peter Winsor, M.P.S., 27 Horsham Road, Bexleyheath, Kent, aged forty-one.

PERSONALITIES

MR. F. W. RUMBALL, who has retired from the board of Flexile Metal Co., Ltd. (see p. 86), joined the company soon after its formation in 1919 and succeeded his father as works manager in 1938, being elected to the board in 1940.

MR. W. F. STEWART, M.P.S., has been appointed a justice of the peace for the county of West Lothian. Mr. Stewart is a member of Bathgate town council. He owns pharmacies at 32 King Street, Bathgate, and East Main Street, Blackburn.

MR. H. S. BEAN, B.Pharm., Ph.D., F.P.S., has been appointed Reader in Pharmaceutics and MR. A. H. BECKETT, B.Sc., Ph.D., F.P.S., F.R.I.C., has been appointed Reader in Pharmaceutical Chemistry in the School of Pharmacy, Chelsea College of Science and Technology.

COUNCILLOR E. B. ROBINSON, Slack Lane, Ashgate, Derbyshire (a director of Robinson & Sons, Ltd., manufacturers of surgical dressings, Wheat Bridge Mills, Chesterfield) has been elected to the aldermanic bench of Chesterfield town council. He has served on the council for some twelve years.

MR. ROBERT LAWRENCE, M.P.S., 95 Cowley Lane, Chapelton, Sheffield, Yorks (managing director of Harlow & Lawrence, Ltd.), who has completed fifty years as a pharmaceutical chemist is aged seventy-one. He has received a congratulatory letter from the president of the Pharmaceutical Society of Great Britain. Born at Oban, Argyllshire, Mr. Lawrence moved to Chapelton thirty-two years ago.

MR. W. H. APTHORPE, who retired from executive duties as managing director of Cambridge Instrument, Ltd., 13 Grosvenor Place, London, S.W.1, at the end of 1957, is retaining his seat on the board and is continuing to be available for special duties as deputy chairman. Mr. Apthorpe started his training with the company in 1900, and in 1925 was appointed a director. He is succeeded as managing director by Mr. H. C. Pritchard.

DR. ERNEST H. VOLWILER, who is president and general manager of Abbott Laboratories, Inc., has been awarded the Priestley Medal of the American Chemical Society for 1958. The medal is being presented to Dr. Volwiler for "distinguished services to chemistry" at the Society's 133rd national meeting in San Francisco in April. The Priestley Gold Medal was named after Joseph Priestley, the 18th century British chemist credited with the discovery of oxygen, who spent the last years of his life in the United States. Dr. Volwiler has been personally responsible for many life-saving drugs. One of his earliest developments was Pentothal, the intravenous anaesthetic. He also directed pioneer work in the field of radioactive isotopes.

DR. ERNEST GUENTHER, who is to give two lectures in London shortly (see p. 81) is vice-president and technical director of Fritzsche Brothers, Inc., New York. He received his Doctorate in 1920 and from 1921 to 1924 he

worked as a chemist in various European branches of a leading cosmetic and soap manufacturer when he became associated with Messrs. Fritzsche Brothers. More than thirty years of experience in field, factory and laboratory have given Dr. Guenther a wide and unique background in the subject of essential oils; he has personally investigated the production of every commercially important volatile oil in the country of origin. In 1940 Dr. Guenther began work on his six-volume treatise *The Essential Oils*, which required more than ten years for its completion. He is now preparing a seventh—supplementary—volume, which will incorporate the latest information in the fields of chemistry and production, and will be based upon his recent investigations in various parts of the world. His travels in 1957 included a two-month survey in the West Indies, and six months in Africa. The motion pictures being presented on February 13, 1958, in London, were taken during his latest survey trips.

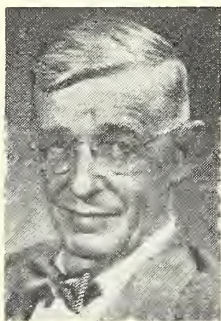
MISS BETTY S. HUGHES, 11 Gunterstone Road, London, W.14, one of



three young pharmacists who have been selected to visit Yugoslavia for one month so as to gain experience of pharmacy in that country (see *C. & D.*, January 18, p. 72), was educated at Colwyn Bay Grammar School and graduated B.Sc. (Pharmacy)

from Manchester University in July 1956. She served her apprenticeship in the pharmaceutical department of Westminster Hospital, where she is at present a pharmacist on the staff. Whilst at university she spent a summer vacation working in a pharmacy in Gstaad, Switzerland. Miss Hughes is the daughter of Mr. G. H. Hughes (vice-president, Pharmaceutical Society).

DR. VANNEVAR BUSH, who has been elected chairman of the board of directors of Merck & Co. Inc., New Jersey (parent organisation of Merck Sharp & Dohme International), was a central figure in nuclear fission development as well as in the mobilisation of the United States' scientific effort, including medical research during the last war and for many years he was president of the Carnegie Institution of Washington. He also holds the post of chairman of the Corporation of Massachusetts Institute of Technology (one of the foremost technical universities in the United States).



TRADE NOTES

Present Address.—The address of Jeyes Ibcos Sales, Ltd., is River Road, Barking, Essex, and not as previously stated.

Lanolin-enriched Lotion.—Currently featured on television screens, Christy's "Liquid lanoline" is a delicately perfumed, creamy textured lanolin-enriched lotion designed to smooth



rough skin, lubricate dry skin, or to soften, whiten and heal chapped hands and legs. It may be used too as a light, invisible base under make-up. The pack is a 3-oz. bottle.

Redesigned Pack.

—A. & F. Pears, Ltd., Hesketh House, Portman Square, London, W.1, are issuing their baby powder in a redesigned tin as illustrated, and coloured blue for boys and pink for girls. The tin has a simple screw-on lid and perforated top.



Modernised Packs.

—British Cod Liver Oils (Hull & Grimsby), Ltd., St. Andrew's Dock, Hull, have modernised the labelling and pack of the Seven Seas cod-liver oil, as illustrated. In display packs of the company's new Seven Seas cod-liver oil vitamin capsules, glass bottles are avoided and the modern design of the carton is in line with the presentation of the bottled oil. Capsule pack distribution is expected later this month.



An Expectorant and a Tonic.—B.C.B., Ltd. (Dr. Brown's Cough Bottle, Ltd.), Wesco House, West Close, Cardiff, are the manufacturers of Asquin expectorant for coughs, asthma, etc., issued in 3-doz. retail pack and 8-oz. and 80-oz. tax-free dispensing packs.

A second product of the company, Wescotone tonic, is a general mineral vitaminised tonic in 8-oz. and 16-oz. retail and 80-oz. tax-free dispensing packs.

Distribution in Britain.—Sole distributors in the United Kingdom of Breck liquid shampoos, manufactured by John H. Breck, Inc., Springfield, Massachusetts, U.S.A., are George



Spencer & Son, Ltd., Kynance Place, London, S.W.7. Messrs. Breck claim to be the world's largest manufacturers of liquid shampoos, and they are marketing through Messrs. Spencer three varieties; for dry hair; for oily hair, and for "normal" hair.

Year-book Correction.—The telephone numbers of Calmic, Ltd., at its various addresses are as follows:—

Crewe Hall, Crewe, Ches: Crewe 3251 (five lines).

2 Mansfield Street, London, W.1: Langham 8038-39.

Terminal Building, York Street, Toronto, Canada: Empire 46620.

458-68 Wattle Street, Ultimo, Sydney, Australia: Ma 6976.

INFORMATION WANTED

The Editor would appreciate information about the following:

- Kingsland plastic hot-water bottle
- COSETTE san knickers
- TOXOCAN (veterinary)
- Ibis

Awarded "Hallmark."—The Calotherm lens-cleaning and demisting cloth, the makers of which are the Calotherm Manufacturing Co., 81 Eccleston Square, London, S.W.1, has been awarded the *Handyman*-tested "hallmark" of quality and efficiency following practical tests carried out by the technical staff of the journal *Handyman*.

Bonus Offers

GEORGE SPENCER & SON, LTD., Kynance Place, London, S.W.7. Breck shampoos. Two 4-oz. bottles free with package of twenty 2½-oz. and eight 4-oz. bottles.

HODGES & MOSS, LTD., 6 Castle Gates, Shrewsbury. Medivet tablets. Twelve packs invoiced as ten. During January and February.

RACASAN, LTD., Cromwell Road, Ellesmere Port, Ches. Racasan air fresheners and permanent containers, and Racasan sanitary block. Extra 2½ per cent. on 3 doz., 5 per cent. on 6 doz., 7½ per cent. on 12 doz. for display. Jet and Space aerosols. Extra 5 per cent. on 3 doz. for display. Both offers until April 14.

ESSO PETROLEUM CO., LTD., speciality department, 128 Albert Street, London, N.W.1. Flit products other than press button sprays. 10 per cent. on £10 order; 7½ per cent. on £8 order; 5 per cent. on £5 order. Extra 2½ per cent. on order that includes minimum 2-doz. parcels of assorted press-button sprays and minimum £5 assorted parcel of other Flit products.

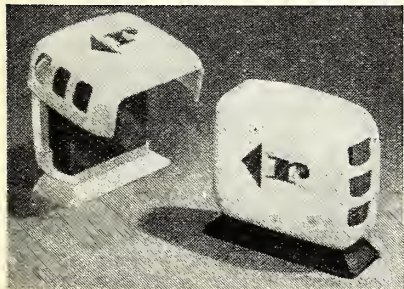
ELLERN PAPER CO., LTD., Ashford, Middlesex. Ozo toilet tissue, white or coloured. Thirteen to doz. for single pack; fourteen to doz. for double pack.

Exhibitions and Fairs

DISPLAY MARKET WEEK, Waldorf hotel, Aldwych, London, W.C.2, February 24-27. Organisers: National Display Equipment Association, 9 Victoria Street, London, S.W.1. The display products being shown include new "U" plan counters claimed suitable for all types of shops. A basic design may be subjected to many variations "achieving individuality at little more than mass production cost."

NEW PRODUCTS AND PACKS

Air-freshener Container. — Racasan, Ltd., Ellesmere Port, Ches, have produced for their Racasan air-freshener a rigid wall container of attractive modern shape and colour. The container, which is of high-grade cellulose



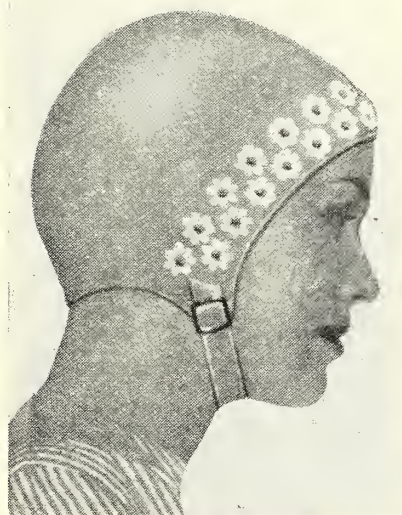
acetate, embodies a new method of insertion for the refill block. It may be suspended or stood and is issued six to a display box in three colour schemes: green/cream, black/white and dark maroon/powder blue.

"Baby" Cotton Wool.—Macdonald & Son, Ltd., Manchester and London, are issuing for nursery and toilet use a super quality "baby" cotton wool in pink and blue carton of modern design.

Nasal Spray.—Ward, Cassenne, Ltd., 116 Victoria Street, London, S.W.1, have launched a new nasal spray, Rhinocort, for the relief of allergic and inflammatory conditions of the nose. The product contains phenylephrine, ephedrine, prednisolone and neomycin sulphate in an aqueous vehicle, and is packed in a plastic nebuliser containing 15 mls.

"Press-on" Nail Colour.—Smith & Nephew, Ltd., Welwyn Garden City, Herts, have launched a new product. Tip Tops plastic instantly-adhesive film ready-shaped to fit the finger nail. When the backing has been peeled off, and the film pressed on to the nail, the excess is filed off leaving a perfectly adorned finger nail. A "dispenser"-type display pack contains 3 doz. wallets (1 doz. of each of three fashion colours).

"Floral" Bathing Cap.—Latest addition to the Submarine range of swimming caps made by W. W. Haffenden, Ltd., Sandwich, Kent, is the Penguin



"floral." A lightweight model, the cap has attached to it polythene "flowers." The method of attaching those decorations is such that when the cap is stretched the "flowers" will not peel off. The colours available are white caps with blue or pink flowers and blue or yellow caps with white flowers.

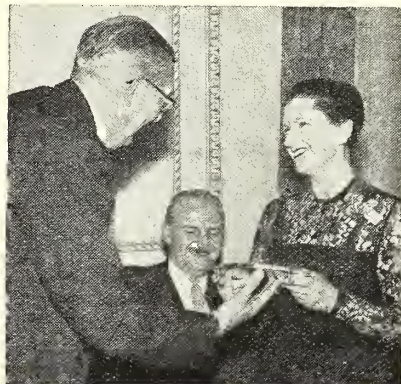
A "Glowing Red" Lipstick. — Max Factor Hollywood and London (Sales), Ltd., 16 Old Bond Street, London, W.1, are distributing now for sale to the public from February 3 a new Max Factor lipstick colour: a "glowing red" lipstick with the name Firebrand. Firebrand is a clear and vivid red that remains "deep and true and 'alive'"

from the moment it is applied." It is available in the Hi-Fi and Color-fast formulas.

Treatment of Visceral Spasm.—Clinical Products, Ltd., 2 The Green, Richmond, Surrey, announce the introduction of a new speciality, Spastipax tablets, as the latest addition to the company's range of Ionexten oral depot tablets. The principle of the tablets is to provide an evenly sustained release of the active drug by the use of ion-exchange resins in the presence of the electrolytes within the alimentary canal. Spastipax is put forward as a single-dose 10-12-hour treatment of visceral spasm. It presents in resin-bonded form the belladonna alkaloids *l*-hyoscyamine, atropine and hyoscyne, plus amylobarbitone. The tablets are pink-tinted and scored for halving. Each contains the equivalent of 0.35 mgm. of *l*-hyoscyamine sulphate, 0.05 mgm. of atropine sulphate, 0.025 mgm. of hyoscyne hydrobromide, and 65 mgm. of amylobarbitone. The resulting sustained-action combination of natural anticholinergics (in what are claimed optimal proportions) with a suitable sedative is recommended for dealing with spasmolysis in peptic ulceration, in spastic and ulcerative colitis, biliary colic and other gastrointestinal spasm, for urinary-tract spasm and spasmodic dysmenorrhoea, and for Parkinsonism and travel sickness. The packs are a safety container of thirty and a bottle of 250 tablets.

MANUFACTURERS' ACTIVITIES

Products on Show. — Following the recent reorganisation of Hunt Partners, Ltd., Theydon Road, London, E.5, under Bowater-Eburite, Ltd., a display of work by the Alfred Kent and Andrew Ritchie Divisions of Hunt Partners Group in addition to the work produced by the carton division was held in London, January 13-17. The exhibition comprised a comprehensive range of boxes and cartons covering a large number of industries, with particular emphasis on hand-made rigid boxes for the perfumery and confectionery trades.



OUTSTANDING SALESWOMAN: Mr. J. F. Brooke (chairman of Johnson & Johnson (Gt. Britain), Ltd., Slough, Bucks), presenting a silver salver award to Mrs. M. Herdman for the outstanding sales achievement of the year in the company's personal products division. The occasion was the company's annual sales conference in London.

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Ancient and Modern Remedies

SIR,—Many of our ancient family favourites among medicines have been introduced from India, Arabia and China. Their value has been proved. Many will continue to be popular long after thousands of our modern synthetic "ethicals" are forgotten. Research devoted to the rich fields of very ancient lore would probably bring rich rewards.
ORIENTOPHILE

Indian Brandee

SIR,—I can assure Xrayser (see *C. & D.*, January 4, p. 3, and January 18, p. 57) that Indian brandy has been a family favourite for many years. In many, many areas thousands of miles apart, from the West of England to the Far East and from Australia to America it is well and widely known, as I can vouch from personal experience. As to its composition, it is to be found among "P. J. Formulæ," but, as the Birmingham analyst discovered, a variety of formulas seem to be in use. Some chemists add tinct. capsici. but spt. ether nit., tinct. rhei co. and syrup simplex are the usual ingredients.

WANDERER

Kept for Posterity

SIR,—I had the following script handed to me recently by a patient:—

- 2 lb. white lint
- 1 lb. pink lint
- 12 yards "guase"
- 12 4-yard bandages
- 100 pain tablets
- 48 blue capsules
- 48 headache tablets
- 20 penicillin lozenges.

All eight items were on one EC10. The original script is in my "museum." A point of interest is that three of the items are fourth schedule poisons and one is "D.D.A."

H. T. A. GRETTON,
Arnold, Nottingham

Encouragement and Support

SIR,—Mr. R. G. Lagden, writing on behalf of the Bowater-Scott Corporation, Ltd. (*C. & D.*, January 18, p. 72), states that the original profit margin on the two-roll pack of Andrex was intended to encourage ("support" is the word he uses) the retailer during the product's introductory period. Now that Andrex has become well known because of the support of chemists like me, it seems that reciprocal "support" by the manufacturers is no longer necessary. Yet they expect me to encourage the sale of Scotties, their newest introduction, which is advertised on television, at somebody's expense. Why should I? Can Mr. Lagden answer that? If I sell Scotties it is only in the place of some other tissue showing an equally good profit margin.

K. F. HODDER
Swindon, Wilts

SIR,—A point not mentioned by Mr. Lagden, of the Bowater-Scott Corporation, Ltd. (*C. & D.*, January 18, p. 72)

is that a 2s. 4d. double Andrex weighs 1 oz. less than two 1s. 3d. rolls—surely too great a margin to be accounted for by any difference in the amounts of wrapping paper used. That may pay for the extra margin, but is it quite fair trading?

H. W. STOTT
32 Lucius Street, Torquay

Suppository Bases

SIR,—The remarks of Dr. R. P. Edkins on "New Suppository Bases" (*C. & D.*, January 18, p. 65) omit to mention the acceptance which specially formulated non-water soluble excipients have found not only in this country but also abroad. Such neutral fatty substances are completely non-irritant and well tolerated and, owing to their high water-absorption capacity, they can easily be combined with aqueous drugs without running the risk that the latter form sediments or impair the consistency of the suppository to any appreciable extent. Such bases are available in varying melting points, and suppositories based on them are therefore used extensively in tropical climates.

CHEMICALS TRADING CO., LTD.,
K. MARX, Director
London, E.C.2

"Of the Old School"

SIR,—A recent test prescription which the local inspector presented at a suburban pharmacy I manage called for "Mist. Fer. et Am. Cit., 3xii." Working on the maxim of treating every script as a test script I made it up and, in giving it to him, suggested that he should shake the bottle as directed on the label before dividing the mixture into three equal parts. He seemed quite impressed when I suggested that in some cases the discrepancy between the official analysis and private analysis of the same mixture, which often occurs, is due to the fact that "the original mixture has not been properly shaken before division by the inspector who makes the test." Such an obvious suggestion had apparently never been made to him by any other chemist and he paid me the compliment that I was one of the old school of careful chemists who do not tremble over tests for accuracy.

OLD TIMER

A Question of Self-assessment

SIR,—As a much travelled pharmacist I have, by good fortune, met many physicians and surgeons on their own ground. In India, as a senior officer in the medical stores branch, I found all senior officers most courteous and all had the greatest respect for a pharmacist's opinions and practical knowledge. Back in Britain I again find the older, senior members of the medical profession seek the opinion of pharmacists on modern factory products, and are only too willing to listen to advice. Only the young and inexperienced practi-

tioners, and a few pompous types, who cover up their ignorance with a show of authority, take up a superior attitude. Actually doctors and pharmacists should work much more closely together in the National Health Service than they do. One reason they do not is probably a result of self assessment. Whilst the medical practitioners (through the British Medical Association) go all out for full recognition of their importance with a claim for an extra £700 per annum, we pharmacists haggle and quibble over pence, aye, even decimal points of a penny. How can we square our leaders' actions to raise the educational standards of our profession with their complete inability to measure up to successive Ministers of Health when they cut down our remuneration.

R. G. DAVIES-JOHNS

Rota Work and Public Complaints

SIR,—Re "Emergency at Exeter" (*C. & D.*, January 11, pp. 29 and 41), I consider that any complaints against the local chemists were unjustified. In this area the Christmas rota is one hour (6-7 p.m.) on Christmas Day and Boxing Day. I think the Exeter people are well provided for and I enclose a copy of a letter I sent to their secretary. Incidentally in this area I failed to find a dentist on duty between two days before Christmas and the Saturday after, and that was in a firm of five dentists! Why should the pharmacists be such slaves, and why should the public be allowed to abuse the rota service and get away with it?

(MISS) E. M. EVANS,
Weymouth

Miss Evans's letter to Mr. H. Jarvis Graves is as follows:—

As a Pharmaceutical Committee secretary may I offer you my sympathy over the recent emergency at Exeter. Personally I consider that you give a better-than-average rota service in your area, and I congratulate you on it. I consider the criticism was unjustified, and that it was a good example of the public abusing pharmacists and the rota system. Rota hours are not intended for the dispensing of anything from two- to twelve-day-old prescriptions, but for current urgent ones. I consider that the sooner that fact is made known to the public, the better.

Pseudo Pharmacists

SIR,—In the eighteen paragraphs of proposals for assistants in dispensing (*C. & D.*, January 18, p. 72), Mr. F. W. Robinson has had only one thing in mind—namely to provide employer pharmacists with a succession of highly trained dispensers. Whilst the advantages of Mr. Robinson's scheme to the pharmacist are legion, he has not mentioned the level of salary that he would be prepared to pay his pseudo-pharmacists, or whether they would then have some form of statutory recognition conferred upon them. Is one right in assuming that the proposed "com-

pulsory fee of £10 10s. per annum" would be payable by the pharmacist, or does he expect the "unqualified" dispenser further to subsidise the pharmacists for the privilege of being exploited and unrecognised by any statutory law? At the moment no law prevents an unqualified person from opening a drug store or pharmacy on his own account. Nor is he compelled to resign his dispensing duties after reaching the age of sixty-five. I cannot, therefore, see anyone with "a high standard of education" accepting his terms of registration. In any case, why all this bother about a higher standard of dispenser when, after all, the pharmacists should be occupying the dispensaries? Narrow the gap between pharmacist and dispenser by all means, but not at the expense of the latter. As a parson's son who could never afford to qualify I still believe "the servant is worthy of his hire."

WILLIAM S. SOLOMON
London, W.2

Assistants in Dispensing

SIR, — Your correspondent F. W. Robinson (*C. & D.*, January 18, p. 72) has proposed a wonderful code for assistants in dispensing. Obviously a great deal of thought has been taken over the proposals, but I feel that a few of the suggestions are open to a little criticism. For example, may I respectfully point out that the Pharmaceutical Society has always opposed registration of assistants and that the Society of Apothecaries was legally invested with that power in 1815, twenty-six years before the foundation of the Pharmaceutical Society). Further:—

Three years' apprenticeship would defeat its own object. The pharmaceutical service is already in great difficulty on account of personnel shortage, and the lengthening of the period of training for pharmacists and dispensers will increase the shortage. Few girls are willing to undertake long training in dispensing today.

Part-time college training is essential, but girls are rarely prepared to accept evening classes.

It would be uneconomic, impractical and indeed illegal to teach the *materia medica* of dangerous drugs, etc., by correspondence, but the suggestion is good as applied to business knowledge.

Paragraph 7 would need elaborating, but the idea is sound for retail.

It would be impossible to prevent an unqualified person floating a limited company, but the law already covers the requirement to employ a qualified pharmacist.

Paragraph 12 is a little optimistic. The number sitting for Society of Apothecaries' examinations in recent years has been more of the order of 60–80 per annum! An intake of 500 in one year would solve the present staff problems of all my friends in pharmacy.

No dispensing by unqualified labour may be a desirable ultimate aim in the public interest, but an inflexible retiring age might be a little hard on a number of useful and experienced dispensers and their employers.

May I say that there is already an unofficial movement afoot to form a small committee representing all interests, to study staff shortage and educa-

tion problems on similar lines to the proposals of your correspondent, and I am sure my colleagues will be pleased with this unexpected indirect support.

LESLIE G. LUKER,
London, W.2

Bulk Buying and Dressings

SIR,—The published report (*C. & D.*, December 14, 1957, p. 642) of the South-west Metropolitan Region on joint contracting makes interesting reading to anyone connected with supplies to hospitals, and perhaps it is opportune to make a few comments. To an executive of a member firm of the Surgical Dressings Manufacturers' Association (to which reference is made) it is difficult to see how a saving of £8,000 to £10,000 can possibly be made, and it would be useful to know on what basis it is calculated. It is, however, apparent that the saying in Lancashire that you only get what you pay for is perfectly true, because an uneconomic price, which we know has been quoted for certain articles, usually brings a debasing of quality or incorrect sizes. The report admits substandard deliveries in two instances. We believe there could be more, but how many deliveries are tested for quality? In any case testing suggests the existence of a feeling of insecurity and to have to make tests wastes time and money. The S.D.M.A., as part of its function to ensure proper quality control, instituted standards which members have adhered to, and because of it all hospitals in the country have been able for many years to buy their dressings from a choice of suppliers, knowing they could rely upon the quality of the goods without the need for constant testing. At the same time the prices were fair and reasonable. In fact, the S.D.M.A. price list, which was approved by the Ministry of Health, was equivalent to a contract from the Ministry to supply hospitals with all their surgical dressings at an agreed price. Each member firm, by the way, had its costs investigated by the accountants of the Board of Trade. The Association put out a concerted effort during the 1939–45 war and the years immediately following at Ministry prices. That is in contrast to firms outside the Association which, in time of shortage, charged prices greatly in excess of the Ministry-approved figures. The efforts of the S.D.M.A. to co-ordinate supplies during the war years was recognised by the award of the M.B.E. to the chairman (Mr. F. M. Medhurst, T. J. Smith & Nephew, Ltd.). It seems odd that all that is forgotten, and apparently there is nothing good to say about the Association today. Bulk tenders may show a saving on paper, but has any attention been paid to the extra cost of administration? Many hospitals were happy to buy all their needs from one or perhaps two firms, but now there can be ten or more orders to cover the same articles. Apart from all the work involved, some of the contractors are not having a fair deal, by virtue of having to supply trifling quantities, sometimes involving a cost for carriage that is more than the gross profit, apart from the clerical cost of invoicing and so on. Bulk buying of surgical dressings has achieved no real good, and the

excuse usually put forward is that it is being forced on the purchasers. The S.D.M.A. system is fair. It also ensures distribution of orders throughout the industry, thus eliminating the bad deliveries which the report refers to, and which are inevitable if a firm cannot manufacture to a widely fluctuating demand. Some enlightened supplies officers and others seem to appreciate that no one can get something for nothing, which is what bulk contracting of surgical dressings seems to attempt to do. There are, of course, people who disagree with the S.D.M.A. system on principle, even though its members may convince them that nothing savouring of an unfair monopoly profit exists. Talking of profits, the S.D.M.A. firms, by having fair returns, have been able to spend money on research and machinery in order to produce dressings on a modern and efficient basis. If unreal prices have to be quoted in order to keep mills open to avoid unemployment, that eventually comes back on the ordinary taxpayer, as it may not generally be realised that 3s. 7d. of every £ of revenue is derived from company taxation. If no profit is made, there can be no revenue from that source. That is worth more than a casual thought! To sum up: An acceptance of the S.D.M.A. principle would ensure better service, correct standards of quality and size, and elimination of unnecessary administrative costs of tenders and paper work in dealing with orders.

Q.E.D.

SWORDS INTO PLOUGHSHARES?



Appreciated

As usual the *C. & D. Diary and Year-book* contains a host of useful information.—*E.D.A.*

WE have received our copy of the *C. & D. Diary and Year-book*, 1958, and are impressed alike by its handsome production and by its interesting technical and scientific content.—*E.C.*

I HAVE scanned the literary pages (of the *C. & D. Diary and Year-book*, 1958) and note that, as usual, they are crammed with helpful and informative features. We get quite a lot of inquiries for the names of makers or suppliers of various products and usually find the required information readily available in the "Buyers' Guide," which must be regarded as an invaluable source of reference by those engaged in pharmacy and the pharmaceutical industry.—*H.E.C.*

BRANCH EVENTS

EDINBURGH

Unfolding of Educational Policy

ADDRESSING a meeting of the Edinburgh and South-eastern Scottish Branch of the Pharmaceutical Society in Kirkcaldy recently on "The Educational Policy of the Society" DR. G. H. MACMORRAN traced the Society's educational policy since the Committee of Inquiry was set up in 1937. He recalled that in 1947 the Education Committee of the Council had recommended extending the course for the final examination to two years at once and to three years in 1952. In September 1947 a Branch Representatives' meeting had by a large majority given its support to that policy. Later the Council approved regulations giving effect to that policy, except that no date was then fixed for introducing the three-year course. Ten years later (July 1957) the Council had announced the date (March 1, 1958) on which the three-year course would be-

come obligatory for all persons who register as "students" of the Society. The extension of the course to three years would reduce the strain on the student and at the same time permit the widening of the course so that it could have a more professional character. The Government's policy of upgrading and expanding technological education had resulted in a number of technical colleges becoming Colleges of Advanced Technology. Education in those colleges would be available only for subjects requiring three years' study. Within those upgraded colleges were a number of schools of pharmacy, and anything less than the recent decisions would clearly be detrimental to the well-being of pharmacy. The advances that were being made with increasing rapidity in modern chemotherapy made it essential that the pharmacist should possess a sound knowledge of pharmacology, so that in the near future he would become the expert to

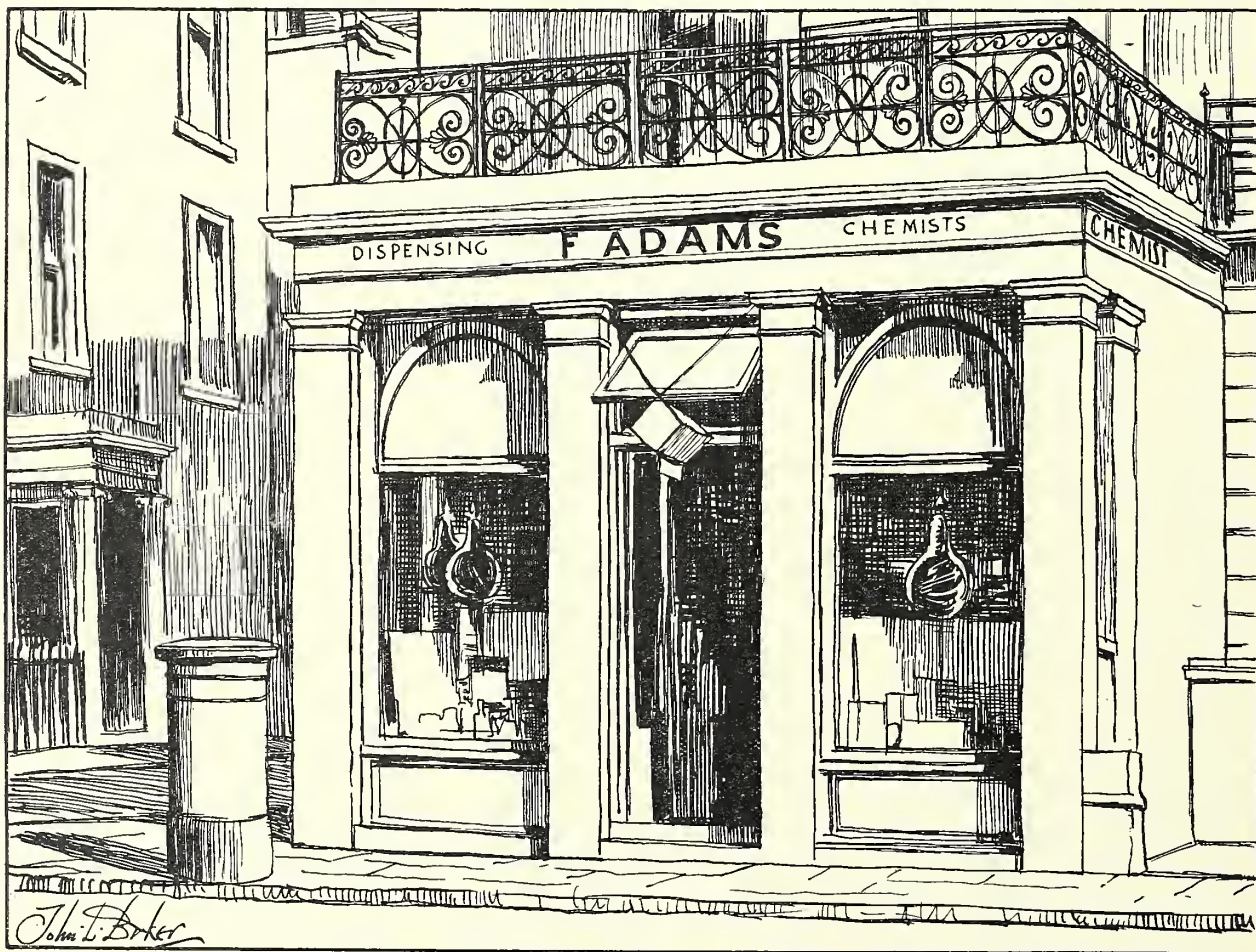
whom the prescriber would turn for help. J. B. Dunnett (vice-chairman of the Branch) presided, and Messrs. Paxton, Melrose, Henderson and Grosset took part in the discussion.

LEEDS

Pharmaceutical Economics

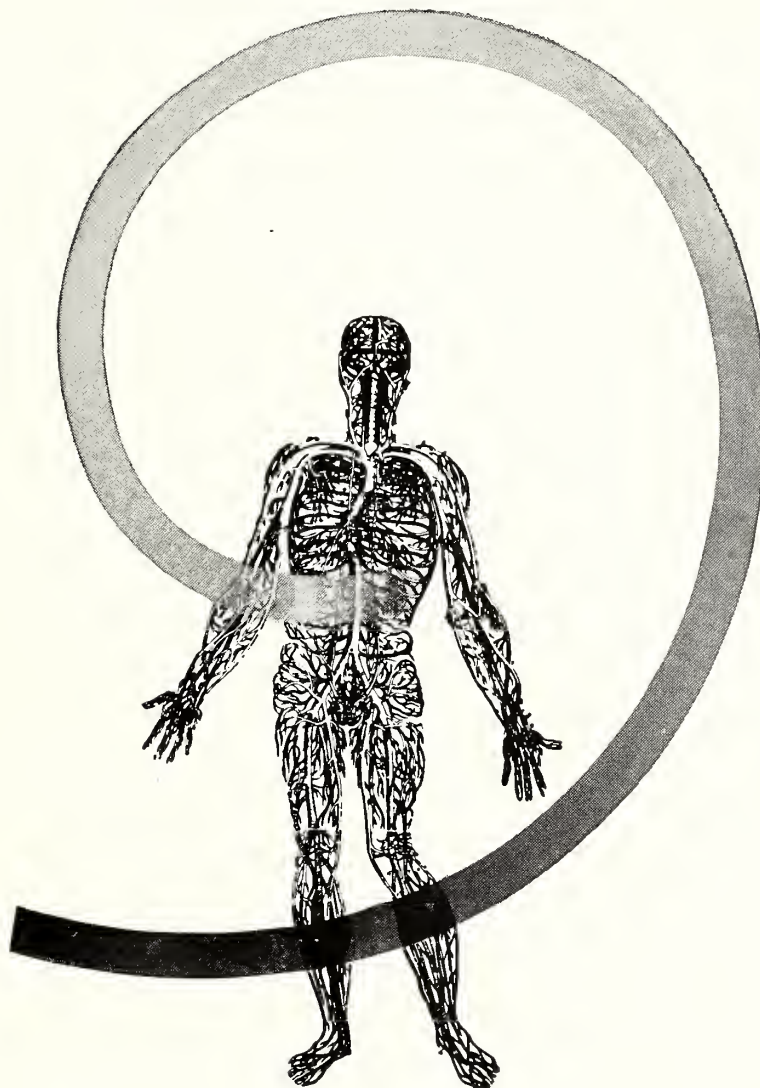
AT a recent meeting of the Leeds Branch of the Pharmaceutical Society, Mr. H. W. TOMSKI demonstrated how interesting a topic "Pharmaceutical Economics" could be. He gave life to such ostensibly dry subjects as the law of diminishing returns, the law of supply and demand, division of labour and time and motion study. Under the heading economic buying he gave the following helpful advice: buy from five to ten weeks' consumer demands; avoid thirteen-to-the-dozen offers of lines that might not sell, as eight must sell before there is profit; never buy above fifteen weeks' consumer demand unless money and space are not restricted.

PHARMACIES OF BRITAIN—66



A REGENCY PHARMACY AT BRIGHTON

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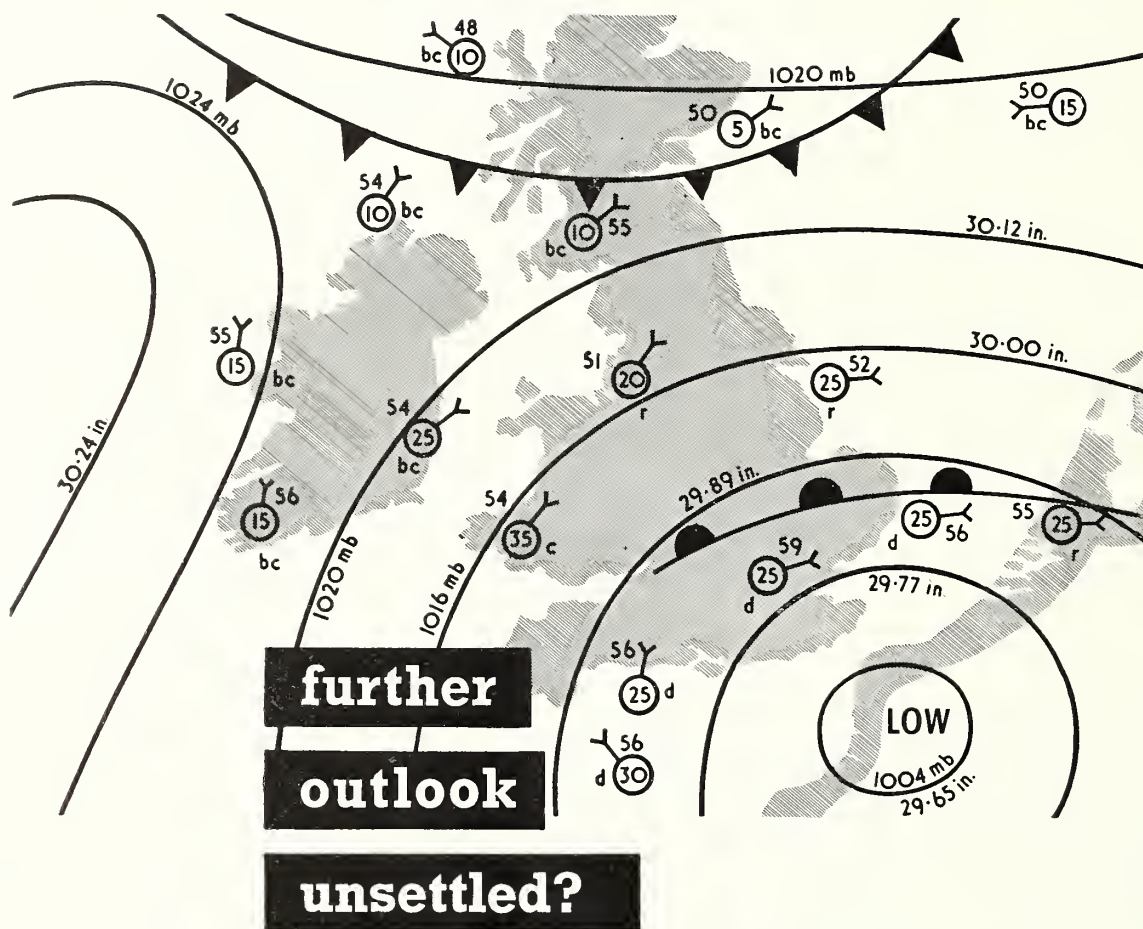
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Niacinamide	20 mg.
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Folic acid	1 mg.
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Niacinamide	20 mg.
Ascorbic acid (C)	75 mg.
Calcium pantothenate	1 mg.
Pyridoxine HCl (B ₆)	0.2 mg.
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TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

"Vetted" Animal Medicines

THE scheme announced by the Agricultural Research Council (*C. & D.*, January 18, p. 55) for the testing of veterinary therapeutic substances is of outstanding yet subtle importance to the pharmaceutical industry. It may even be found to have unexpected repercussions.

In this country, except when a Treasury official considers the cost of the National Health Service, the use of remedies in human medicine is not subject to the economic considerations that apply when treating animals, when the determining factor is often the real or potential value of the animal. It has been suggested that that emphasis on the cost of treatment, plus the farmers' increasing awareness of the necessity of having healthy stock, but set against the absence of a control similar to that exerted on manufacturers of products for human use by the Pharmacy and Medicines Act, 1941, have resulted in the appearance of animal remedies for which over-optimistic claims are made.

The neighbouring Republic of Ireland, when faced with manufacturers' extravagant claims for preparations, introduced the Animal Remedies Act, 1957 (*C. & D.*, February 16, 1957, p. 188), under which the Minister of Agriculture may require those who sell animal medicines to satisfy him of the validity of their claims. In this country the introduction of the British Veterinary Codex and the Diseases of Animals (Therapeutic Substances) Order, 1952, to control vaccines and sera, were laudable attempts to provide a series of standards for veterinary medicine.

Following discussions in this country with the Pharmaceutical Society, the Association of British Pharmaceutical Industry, Medical Research Council, Royal College of Veterinary Surgeons, and British Veterinary Association, the Agricultural Research Council has initiated the formation of the Veterinary Therapeutic Testing Board to which reference has already been made. The testing of veterinary medicines by an impartial body under field conditions will provide the veterinary profession, the retailer, and the consumer with valuable reports that will not only help to ensure improvements in standards adopted for preparations but will also provide valuable experience for all concerned. Many of the larger organisations manufacturing veterinary preparations have their own research units, which arrange large-scale field trials of compounds, and they will no doubt be pleased to have the advantage of independent investigations provided those tests are arranged efficiently and with the necessary safeguards.

A question of interest and importance is how many

products will be tested during the first few years of the scheme, especially when one recalls that the "Cohen" and the Joint Standing Committees have during their deliberations classified for National Health Service purposes no fewer than 7,000 proprietary preparations. To be marketing a product that has met the tests of the A.R.C. scheme, even though the words "approved" or "certified" do not appear in the report, will be of undoubted assistance in furthering sales in export markets—especially in countries in which it is necessary to obtain official approval of products before importation is allowed. That aspect of the scheme may become more important with the formation of the European Free Trade Area.

The Testing Board may make it a condition of any test that the proposer, whether manufacturer, or agent, or a recognised organisation of the veterinary profession, shall make a contribution towards the cost of the test, and the enigma of the eventual cost of the scheme brings the pharmacist's mind at once back to the Treasury's policy, much in evidence not long since, of prodding the Ministry of Health to cut the costs of the National Health Service—no matter, it seemed, how. Lately the Treasury seems to have been a little less energetic in that direction, especially since the introduction of the scheme agreed with the pharmaceutical industry (*C. & D.*, April 13, 1957, p. 391).

The question remains whether the new Testing Board, admirable though it may be, goes far enough to solve the problem. Its work must necessarily be piecemeal; it cannot tackle every doubtful or every new product at once. Something more all-embracing would therefore seem to be required. If every veterinary preparation carried its formula on the label, members of the veterinary and pharmaceutical professions would be able to check any irresponsible claims and advise accordingly.

Insurance Stamps in Advance

EMPLOYERS who find it a "bother" to buy insurance stamps weekly can buy the stamps monthly in advance and write a cheque for them. There is provision for that. An application to pay for stamps by cheque should be addressed to the local head postmaster (in London, to the district postmaster) stating the name of the post office at which it is desired to present cheques, and the frequency and maximum amount of such cheques. A person who buys stamps by cheque is not, however, relieved of his liability to stamp the cards at the proper time. So far as holiday absence is concerned, a card must be stamped if the employee remains under a contract of service and receives holiday pay either from the employer or from a fund to which the employer has contributed. In cases of sickness, the card must be stamped if the employee is away for less than a whole week. Contributions are excused only if the employee is away sick for the whole of a contribution week. If a wife in partnership with her husband is engaged in the business for less than twenty-four hours in a contribution week (Monday-Sunday) she is classed as non-employed. If she is engaged for twenty-four hours a week or more and her earnings are ordinarily not less than 40s. a week she is classed as self-employed. She is not liable for National Insurance contributions unless she elects to be liable. A married woman who is an employed person can choose whether or not to pay National Insurance contributions. The employer is legally liable to stamp a married woman's card at the

full rate until the lady concerned has notified the local Pensions and National Insurance office of her decision not to pay contributions and has had a certificate affixed to her card or been issued with a special card for stamping at the exempt rate. If the employee elects not to pay National Insurance contributions she remains liable for her share (at present 3d. a week) of the Industrial Injuries contributions and the employer remains liable for the normal employer's contribution.

Overseas Trade in Pharmaceuticals, 1957

UNITED Kingdom exports of prepared medicines and drugs during 1957 reached an all-time record of almost £40 millions, a figure nearly 10 per cent. above the previous record attained in 1956. The achievement is all the more gratifying since competition from other coun-

tries during the year was stronger than it has been in any previous post-war year and the Egyptian market (which in 1955 took medicines valued at over £1 million and in 1956 at £740,000) was closed to United Kingdom exporters.

The accompanying tables give export and import values of the more important drugs, chemicals and allied products for December 1957 and the years 1957 and 1956. From the export table it will be seen that most of the items were ahead of their 1956 values and thus contributed to the successful year's performance. Outstanding in that connection were antibiotics (other than penicillin) which were £1.6 millions or 40 per cent. higher. Also noteworthy were aspirin (£200,000 up) and vitamins (£300,000 up). Sulphonamides in tablet or other prepared forms were valued lower than in the

previous year but bulk supplies increased although the latter are not included in the total for prepared medicines, etc.

Australia was the largest single market for Britain's medicinal exports during the year, the value of shipments being £3.4 millions (against £3.0 in 1956 and £4.0 in 1955). India was second with £2.85 millions (against £2.90 in 1956), the curtailment in imports because of overseas payments problems causing a falling-off in shipments in the closing months of the year. Exports to New Zealand were at a peak level of £1.8 millions, the quota restrictions imposed on her imports during December not having had time to affect the 1957 results. Most of the countries belonging to the Organisation for European Economic Co-operation bought more medicinal products from the U.K. than in 1956, exports to Belgium being particularly successful. Canada's purchases of medicines expanded to £721,000 from £645,000 but the United States' fell to £827,000 from £966,000 in 1956.

On the import side more antibiotics and proprietary medicines were bought than in 1956 but fewer vitamins and alkaloids. The only crude drugs listed in the official import list (ipecacuanha and raw opium) showed substantial gains over 1956 imports.

The export performance of the pharmaceutical industry during 1957 (as in most post-war years) is one of which the industry can be justly proud. Whether those achievements can be matched in 1958 may well depend on factors outside the industry's control. There are disquieting signs, according to Lord Monckton (chairman, Midland Bank, Ltd.), that the process of world trade expansion may have reached, or be approaching, an interval of "hesitancy."

EXPORTS	DECEMBER 1957	YEAR 1957	YEAR 1956
	£	£	£
Drugs, medicines, medicinal preparations (total)	3,196,028	39,639,820	35,935,776
Vitamins	280,810	3,195,124	2,896,620
Penicillin salts	145,552	1,719,179	1,333,961
Penicillin injections	66,924	679,160	712,117
Penicillin tablets, ointments, etc.	37,033	553,102	566,718
Antibiotics other than penicillin	441,513	5,806,315	4,128,833
Quinine	16,379	171,823	185,472
Alkaloids, excluding quinine	116,636	1,092,658	976,318
Aspirin	125,755	1,281,026	1,102,520
Antihistamines	43,886	536,530	485,950
Antipaludics	90,369	1,014,425	1,054,314
Barbiturates	41,242	608,236	598,805
Liver extracts	11,849	196,236	213,657
Ointments and liniments	112,696	1,304,077	1,270,056
Insulin	24,868	411,546	451,878
Sulphonamides, prepared	107,539	1,163,978	1,628,846
Proprietary medicines	786,405	10,856,388	10,401,470
Unclassified medicines	694,555	8,619,640	7,476,671
Glycerin	42,860	925,052	679,761
Acetone	51,305	410,331	486,624
Citric acid	33,882	490,956	408,878
Salicylates	12,603	277,813	246,310
Sulphonamides, bulk	78,724	1,142,053	897,001
Perfumery and toilet preparations			
Lipstick, face powder, etc.	246,875	3,494,958	3,149,021
Dentifrices	159,868	2,476,540	2,064,171
Toilet soaps	265,498	2,927,382	2,647,169
Synthetic detergents	452,604	7,733,379	7,813,569
RE-EXPORTS	£	£	£
Drugs, raw	16,098	224,800	216,849
Medicinal and pharmaceutical goods	76,986	629,446	441,272
Essential oils	67,748	798,932	796,328
IMPORTS	£	£	£
Vitamins	140,308	1,172,516	1,533,492
Antibiotics	64,777	1,260,142	742,903
Alkaloids	38,862	623,274	925,446
Proprietary medicines	61,337	828,016	575,818
Unclassified medicines	170,247	3,918,060	3,985,208
Borax	91,583	1,018,918	887,655
Iodine	14,027	366,048	236,451
Menthol	35,196	332,913	204,244
Essential oils			
Bergamot	13,877	197,880	229,218
Citronella	31,414	381,178	312,448
Clove	30,758	120,991	119,628
Geranium	28,059	328,180	207,597
Lavender	69,511	407,682	367,246
Lemon	81,853	661,609	627,531
Orange	7,357	197,454	226,694
Peppermint	89,814	1,008,420	1,060,780
Unclassified	142,076	2,510,806	2,706,665
Tragacanth	39,821	706,933	451,051
Acacia	30,830	1,528,833	1,637,917
Ipecacuanha root	28,426	337,565	202,346

Doubts about the course of business in the United States in the immediate future, the reappearance of the "dollar gap," difficulties in financing capital projects in under-developed parts of the world, and disturbed relations among European currencies, "all suggest that world conditions may not be so conducive to the enlargement of British exports in the

near future as they have been almost continuously since the end of the 1939-45 war.

That may be taking an over-pessimistic view of the situation. Nevertheless the present is not the time for complacency and it must be remembered that the effects of import cuts imposed by two of Britain's best customers (India and New Zealand)

have still to be fully reflected in the trade returns. To make up for that and any other loss arising out of possible similar action elsewhere, an aggressive sales policy matched by a quick delivery service must be directed at any markets that have hitherto been neglected by the majority of British manufacturers whether they be small or large exporters.

HOSPITAL PHARMACY FORUM

ACCIDENTS ARISING FROM ERROR

The extent of the pharmacist's responsibility is to be a main subject of discussion by the hospital pharmacists' section of the International Pharmaceutical Federation at its congress at Brussels in September.

1958 IS the year of the congress of the *Fédération Internationale Pharmaceutique*, and many hospital pharmacists who have taken part in previous congresses are now looking forward to September 8, when the congress will open in Brussels. It is remarkable that, though women make up only just over half the number of hospital pharmacists in Britain, they form an overwhelming preponderance of those attending the F.I.P. congress. That may be a reflection of the greater keenness of our fair-sex colleagues in professional matters, it may indicate a greater fondness for travel, or it may simply be that, on the whole, they have lighter responsibilities to bear upon their incomes and are therefore freer than the men. The F.I.P. is, of course, a wonderful opportunity for a trip abroad. The contacts one makes with overseas colleagues frequently ripen into real friendships, and the more such friendships are made the less important do national frontiers become and the nearer the approach to real world peace.

There is something to be said, then, in favour of those whose main interest is not the scientific or professional work of the congress. Nevertheless it is undesirable that any of the congresses should become a mere framework for social activity. There is much serious work to be done for the advancement of the profession, and for that reason it would be encouraging to see an even larger number of men attending, since most of the men in hospital pharmacy are in senior positions and should be exercising leadership.

This year the main topic in the hospital pharmacists' section will be the responsibilities of the pharmacist in relation to accidents arising from errors in the pharmacy. Fortunately, serious accidents in this country have been few: at any rate few have received publicity. The matter is nevertheless one of considerable importance that should be brought to the light of frank examination. The pharmacist, as a fully responsible professional man, cannot hide behind any administrative organ: he cannot at one and the same time claim professional status and disclaim the onus of responsibility that goes with it.

The question of the place of assistants in dispensing is itself in need of full and frank reappraisal. It is a question directly linked with the greater subject mentioned above. Where assistants-in-dispensing are employed (and which hospital has no such assistants?) to delegate work to them is the responsibility of the pharmacist. The Guild of Public Pharmacists, or the Pharmaceutical Society, or the Ministry of Health itself, may make recommendations as to the work such persons are deemed fit to perform but the recommendations of any of those bodies can be no more than generalisations. Much depends upon the person concerned, her intelligence, reliability and experience. Whatever work is delegated remains the responsibility of the pharmacist in charge.

In Britain the pharmacist has a statutory responsibility to visit all places in the hospital where poisons are kept. What he is called upon to do, having inspected them, is not clearly stated. Perhaps that is not a matter for regret, leaving the pharmacist as it does to satisfy his professional conscience and make to his management committee whatever recommendations he may feel necessary. It also, of course, leaves him open to an uncomfortable challenge if he fails to bring to notice irregularities or unsatisfactory practices that may lead eventually to accidents. It is noteworthy that, of the accidents involving the use of drugs in the wards, most of those that have come to public notice have occurred in circumstances in which there has not been supervision of that kind by the pharmacist. There may well be incidents, however, that have not become sufficiently serious to receive publicity but which are known to pharmacists and which have served as warnings, prompting pharmacists to set up adequate control systems. It is to be hoped that those experiences will be drawn upon in the discussions in Brussels. Clearly it will be an advantage if, arising from the discussions, hospital pharmacists learn what kind of protection can be provided in the various countries. In Britain it is possible to cover against a claim for damages by taking out an insurance policy. That, however, is only one kind of protection. It may be that changes in the poisons laws or statutory rules made by the Minister of Health may give to the pharmacist greater executive authority to deal with those situations in which the management is dilatory in making the necessary improvements. It will be interesting to know what authority our overseas colleagues have in this matter, and perhaps to formulate common aims for the future. It is important that those taking part in the meeting should be prepared to make a contribution to the realisation of those ends.

FIFTY YEARS AGO COD-LIVER OIL EMULSION

From the C. & D., January 18, 1908

THE death of Mr. A. B. Scott, the co-ordinator of the world-famed emulsion, recalls some incidents respecting the emulsion method of administering cod-liver oil. Neither Mr. Scott nor Mr. Browne ever claimed to be the originators of cod-liver oil emulsion, but a search of the literature of pharmacy shows that they entered the field at a time (1873) when the emulsion was in its embryonic stage, and was still not called by that name. Moreover, to them appears to belong the distinction of combining the two gums (acacia and tragacanth) in order to form the emulsion. The first formula that we have been able to trace was communicated anonymously to the *Pharmaceutical Journal*, April 1870, as "an admirable recipe for a preparation that is somewhat extensively vended in several parts of the coun-

try under the alluring title of 'cod-liver cream'. In this a quarter of an ounce of tragacanth was made into a mucilage with 16 oz. of cold water, and shaken with an equal proportion of cod-liver oil; it was then sweetened and flavoured with essence of lemon and almonds, one drop of each ounce, and a trifle of oil of cassia. The first formula containing acacia was that of Mr. Edward Chiles (*American Journal of Pharmacy and C. & D.*, June 1873), as follows: TAKE of gum arabic 3ij., water 3ij., syrup of lactophosphate of lime 3vj., cod-liver oil 3viij., essential oil of almonds six drops: rub the gum, water and syrup together until a smooth mucilage is made, then add the oil gradually with constant stirring, and lastly the oil of almonds.

Onward from Galen

A CURRENT CAUSERIE

ROSE hips, besides providing a worth-while return for two manufacturers of the syrup, continue to inject an element of romance into the drug industry. Last year a total of 640 tons was collected in Scotland, the six northern counties, Northamptonshire and Gloucestershire, areas from which come the fruits richest in vitamin C. As is now well known, the collectors, though paid, are amateur enthusiasts. They include schoolchildren, women's organisations and individuals. One contribution of 10 tons was credited to a Durham housewife, though whether every hip was picked by her own hand is not known. If so, that represents quite a few hips—more than most cheer leaders have registered. Giving those facts at the annual meeting of the National Rose Hip Products Association on January 16, the chairman (Mr. Kay), told something of what the collectors do with their money. In a period of years a Carlisle school has earned £20,000, which it has spent on equipment not provided from public funds, and built itself a hut in the Lake District. At a school in Auchterarder, Perthshire, at which horticulture is a special interest, the money has been spent mainly on mechanical equipment for the garden, with a film projector thrown in for variety. Elsewhere the hip pocket money has provided a church with a new organ. Yet however good and keen are the collectors the hips remain an uncertain quantity on which to base a progressive manufacture, and the news is of co-operation between one of the manufacturers and the National Coal Board to create plantations of the briar on pit heaps. So far what has been achieved is a tremendous beautification of the landscape but not many hips. Everybody must hope, for the encouragement and reward of so commendable and public-spirited an enterprise, that in good time the deserts that blossom as the rose will bring forth fruit some sixty fold and some an hundred fold.



ACCORDING to *Dow Diamond*, the house organ of the Dow Chemical Co., Midland, Michigan, U.S.A., "one of the basic manufacturers of aspirin," acetylsalicylic acid is "America's favourite drug," unshaken in its lead by the advent of such "spectacular" drugs as ACTH and cortisone. If aspirin is, by inference, not spectacular as a drug its consumption in the United States certainly is. The figure given in *Dow Diamond* is 65 million 5-gr. tablets (17,000,000 lb.) every twenty-four hours, to which it has risen from around 4 million lb. in 1935. As an English wit expressed it: "I thought Americans were chewing aspirins like pea-nuts until I found the consumption of peanuts was only half as much." The present population of the U.S.A. is understood to be around 151 million persons. On a *per capita* basis the consumption of aspirins, therefore, is about five tablets per two days throughout the year. It is easy to make satirical comments on the feverish basis of the modern American Way of Life, but Britons must avoid being self-righteous. For a population of 51,000,000 the consumption of aspirin in Great Britain is given in the same publication as 3,000,000 lb. a year (equivalent to, say, 11½ million tablets) which, while well below the American level, is a considerable total.

NEW FILMS

Opening the Sale

G. B. FILM LIBRARY, 1 Aintree Road, Perivale, Greenford, Middlesex. Running time thirty minutes. 16-mm. Black and white.

WITH lively sequences the film demonstrates five methods of overcoming three basic sales problems: the overcoming of the physical barriers preventing access to the customer; the overcoming of the customer's mental barrier against purchasing; and the penetration to the "centre of prospect attention." Although produced in the United States, the film deals with basic problems which face every salesman—and provides the solutions with a leavening of humour.

Topical Applications of Antibiotics (Polybactrin) in Neuro-surgical Practice

CALMIC, LTD., Crewe, Ches. Running time: 20 minutes. 16-mm. Colour.

THE film deals with the application of Polybactrin spray in neuro-surgery, and evoked much interest at its two first showings (at the London Medical Exhibition, 1957, and to a gathering of senior surgeons a little later). Taken at the Edinburgh Royal Infirmary, the film deals with the rising incidence and spread of pathogenic organisms in the hospital environment. Delicate surgical techniques are shown in which part of the procedure is the use of an antibiotic spray directed into each wound layer encountered on opening and closing the wounds. Another procedure shown is the direct application of antibiotic (by spraying) to the dura when the bone flap is elevated during craniotomy. In the Edinburgh neuro-surgical unit the use of the technique has abruptly and convincingly reduced the incidence of surgical infection without delay in wound healing, or toxic effects.

Ergot—The Story of a Parasitic Fungus

WELLCOME FILM UNIT, *The Wellcome Foundation, Ltd.*, 183 Euston Road, London, N.W.1. 16-mm. Colour. Sound. Running time: 27 minutes.

RARE in having been produced for a pharmaceutical audience, the film is a "must" for meetings of local associations and branches of the Pharmaceutical Society. It presents its subject in all its aspects, not glossing over its former sinister rôle as a sudden and for long unsuspected scourge, introduced



Sclerotia of *Claviceps purpurea* on the ground, and germinating—a shot from the film.

to the bodies of sufferers in rye-growing countries (and even rarely in bygone Britain) all innocently with their daily bread. It presents for the first time in detail the life cycle of the fungus, going on to show the commercial handling of ergot in Portugal and artificial methods of ergot propagation in Britain. Made with the active co-operation of Sir Henry Dale, O.M., and Professor Chassar Boir (who himself appears in the film to describe the discovery of ergometrine in 1935), the film outlines the manufacturing methods which lead to the extraction of the alkaloids. Its climax is a showing of ergometrine in use at the obstetric unit of University College Hospital, London. It reveals how the complex alkaloids the sclerotium contains were elucidated, and how they are today being used in the treatment of disease and the management of childbirth.

A PHARMACIST-DESIGNED SHOP

Young directors find professional designers too timid

A PHARMACY opened recently by two young pharmacists—their third in three and a half years—embodies their own bold ideas of what a modern pharmacy should look like.

The two pharmacists are Mr. S. Cyna and Mr. C. Sheril, both aged twenty-six, and with each new shop they have become a little more daring. The first was at Commercial Road, London, E.1, which they opened in 1954. It thrived so well they took over an existing pharmacy at Stamford Hill, London, N.16, and redesigned its exterior on modern lines (see *C. & D.*, March 2, 1957, p. 227).

Of the third pharmacy, which is at 332 High Holborn, W.C.1, they have themselves designed both the exterior and

confined area of the dispensary has been largely overcome by the compactness of the fixtures, and the same is true of a tiny office that lies behind the dispensary. Throughout, the greatest possible use is made of depth in wall fixtures to offset the lack of area coverage. The fixtures are in light oak finish, with walnut edgings. Work on the façade was executed by Showfronts, Ltd., Ilford, Essex, and the interior work by Myers of Old Street, London, E.C.1.

To operate the pharmacy a limited company, C. S. Nash Chemists (Holborn), Ltd., was formed. Mr. Cyna manages the shop and he has two counter assistants. At lunch-time—the peak trading period of the day—an employee from one of the other two pharmacies helps out with the dispensing.



the interior—partly because, as they assert, some of the professional designers cannot be persuaded to depart so far from the orthodox. A number of ideas have been culled from American journals, with certain features adapted, and many of their own original ideas have been incorporated.

The layout is planned on a customer self-selection basis—the nearest to self-service that is considered practicable in a pharmacy. Three armour-plate glass doors give access to the pharmacy, and each has a distinctive handle with single initial *motif*, making up the trio C.S.N. To give a clear view of the interior through those doors in all conditions of outside lighting a false ceiling of transparent laminated plastic has been fitted, behind which are fifty fluorescent light tubes.

The two directors had noted that in most of the long, narrow shops that abound in the West End of London, there was a tendency for a small group of customers to crowd inside near the doorway, giving the effect of a crowded shop and discouraging further potential customers from entering. To offset that tendency in their pharmacy, they have incorporated a curved counter and wall fittings on the left side of the shop to “draw” customers further inside. Proof of the success of the method may be gauged from the fact that, at one time during the Christmas shopping period, no less than fifty customers were inside the shop (floor area about 175 sq. ft.).

The curve of the counter continues, forming, with a wall fitting, the break between shop and dispensary. The rather

The imposing façade of the new pharmacy (right) is in contrast to the austere lines of surrounding buildings; below is shown the compact dispensary; above is a general view of the interior of the shop.



PHARMACEUTICAL SOCIETY OF IRELAND

Monthly meeting of Council

MR. M. POWER (president) was in the chair at the monthly meeting of the Council of the Pharmaceutical Society of Ireland held in Dublin on January 14. Also present were Messrs. H. P. Corrigan (vice-president), M. Costello (treasurer), G. C. O'Neill, M. Broderick, D. J. Kennelly, J. J. O'Regan, Alderman M. L. Cashman, A. A. Toher, J. Gleeson, F. Loughman, T. R. Miller, F. J. Robinson, C. J. Cremen, V. G. McElwee, and J. P. Kissane. Mr. J. C. Coleman (registrar) was in attendance. Apologies for absence were received from Miss L. Cunniffe and Mr. Kevin Banks.

Bloomsbury Square Visit

Before business began MR. O'NEILL told the Council that he had been to London recently on a family visit and had been in touch with Mr. E. Brocklehurst. While in London he received an invitation for Mrs. O'Neill and himself to attend an informal dinner of the Council of the Pharmaceutical Society of Great Britain. Mrs. O'Neill was unable to go but he had been most warmly welcomed, and spent a very pleasant evening with the Council. By invitation from Mr. D. W. Hudson (president) he attended the Society's Council meeting the next day where he was welcomed. He could not speak too highly of the courtesy extended to him as a member of the Irish Society's Council. Mr. Hudson asked him to convey to the Irish Society's president, and through him to Council members, the British Society's cordial greetings. Mr. Hudson mentioned that he hoped to be able to pay an official visit to Dublin, and if that was not possible, at least to spend a fishing holiday on the Corrib. THE PRESIDENT said they appreciated the kind greetings Mr. O'Neill had conveyed to them from London.

Visitors were appointed for the January examinations.

Greetings for the New Year were received from the Apostolic Nuncio, the Archbishop of Dublin, the lord mayor of Dublin, the Commissioner of the Civic Guard, the presidents of the Pharmaceutical Societies of Great Britain, Northern Ireland, Victoria, Australia, the Pharmacy Board of Western Australia, the *Danmarks Apotekerforening*, the Irish Drug Association, Royal Academy of Pharmacy, Madrid, Spain, the Canadian Pharmaceutical Association, the editors of *THE CHEMIST AND DRUGGIST*, the *Pharmaceutical Journal*, the *Irish Chemist & Druggist*, the secretaries of the British Pharmaceutical Conference, and the Irish Pharmaceutical Students' Association.

Dr. Eva Philbin wrote thanking the Council for their congratulations on her attainment of a Doctorate from the National University of Ireland, and Mrs. Florence McGregor, Belfast, wrote thanking the Council for their sympathy on the death of her husband.

The following who submitted marriage certificates were granted change of names in the Register: Mrs. Mary Brassil (née Ahern); Mrs. Nellie McNeany (née Martin); Mrs. Anastatia Murphy (née Lacey); and Mrs. Anne Nolan (née Philips).

Drs. Michael G. Kiernan, Drumshambo, co. Leitrim, and Timothy F. Ryan, Cong, co. Mayo, submitted L.A.H. certificates and were granted registration as pharmaceutical chemists.

The following changes of address were notified:—

Mrs. Mary Brassil, L.P.S.I., to Ballyheigue, co. Kerry; Mr. Patrick Fay, L.P.S.I., to Market Street, Trim, co. Meath; Mr. William Lynch, L.P.S.I., to Cavan Street, Oldcastle, co. Meath; Mr. John Quinn, M.P.S.I., to Society Street, Ballinasloe, co. Galway; Mr. Thomas Walsh, L.P.S.I., to 191 South Circular Road, Rialto Bridge, Dublin; Mrs. Nellie McNeany, assistant, to 32 Belgrave Road, Monkstown, co. Dublin.

The reports of the House, Schools, and Law Committees were submitted and approved.

The registrar reported that twenty-one candidates had

entered for part I of the Licence examination, and fifty-six for part II. Two candidates had entered for the Assistants' examination and one for the Registered Druggists' examination.

Mr. P. O'Briain (the Society's inspector) reported on visits to co. Monaghan and co. Wexford during December.

On consideration of the Pharmacy Bill Committee's report THE PRESIDENT stated that the Council held a meeting the previous evening during which they discussed the various headings of the Bill. MR. KENNELLY said he would like to have a provision included in the Bill by which the Society could confer honorary diplomas or degrees on those who had rendered outstanding services to Irish pharmacy. THE REGISTRAR said such powers were included in the Bill.

MR. MILLER said the president was to be congratulated on holding those evening meetings, which did good work and were constructive. They should continue them until that legislation was finalised to the Council's satisfaction.

Mr. Costello (the Society's representative on the National Health Council) reported on the past two meetings of the Council.

The registrar reported the deaths of John McGregor, L.P.S.I., Ronald Campbell, M.P.S.I., Colm Gallagher, and Michael O'Callaghan.

Recompense for Public Service ?

ALDERMAN CASHMAN said that the Society should be recompensed for the public service it rendered through their inspector in connection with the Poison Laws. If that work were done by the State it would cost a great deal more. An *ex-gratia* grant might be made for such services rendered by the Society. He asked the registrar to look up any correspondence the Council had on that matter, for the next meeting. THE PRESIDENT said that that question had been discussed when the post of inspector was being created, and it was then thought that the Council should wait to see how the appointment worked out. A year ago he mentioned the matter to the late president and Mr. McGrath said he thought that it was a matter that could be taken up with the Poisons Board when it was constituted.

MR. LOUGHMAN pointed out that an alternative to increasing the membership fee was to apply for a state grant. Previously when a State subsidy was mentioned there was objection on the grounds that that would mean government intervention in the Council's discussions. To increase the membership fee might have the effect of reducing membership. Under a new Bill it might be possible to increase revenue through an obligatory registration fee. In view of the great services the Society rendered there was no reason why the Society as a statutory body should not receive a state grant. He agreed with Alderman Cashman that the question of a subvention was something to which the Council should give serious thought.

MR. MILLER did not think it would be a good idea "to throw away" the Society's independence by accepting a government subsidy. Licentiates should support the Society through a retention fee. ALDERMAN CASHMAN said his point was that if they had an inspector protecting the public through the proper observance of the Poisons Laws they were entitled to some recompense from the State.

THE PRESIDENT, in reply to Mr. Miller, pointed out that the activities of the Civic Guard were confined to the D.D.A. while the Society was concerned with the Poisons and Barbiturates Laws. It was decided to defer further action in the matter until the Poisons Board was constituted.

The Council's representatives on a joint subcommittee with the Irish Drug Association set up to ascertain all facts in connection with the public dispensary system, with

a view to urging its abolition were elected as follows: Messrs. F. Loughman, J. P. Kissane, D. J. Kennelly, V. G. McElwee, T. R. Miller, G. C. O'Neill, Alderman M. L. Cashman and three honorary officers. The first meeting of the subcommittee was fixed for 7.30 p.m. on February 10.

The following were elected members of the Society: Messrs. Rita A. Murphy, Mary H. Daly, Dr. Bridget O'Neill, Messrs. Timothy Herlihy, Michael Leahy, Gerard Roberts, and John R. Sleator.

The following were nominated for membership: Mr. Patrick Fay, Market Street, Trim, co. Meath; Mr. Thomas Walsh, 191 South Circular Road, Rialto Bridge, Dublin; and Mr. Martin J. Farrell, The Square, Tuam, co. Galway.

PHARMACEUTICAL SOCIETY OF NORTHERN IRELAND

Monthly meeting of Council

THE Council of the Pharmaceutical Society of Northern Ireland is referring to the Statutory Committee a case in which a pharmaceutical chemist, not on the Society's Register, dispensed a prescription. That decision was made at the Council's monthly meeting held in Belfast on January 16. Mr. G. E. McIlhagger (president) was in the chair, and also Messrs. C. E. Moss (vice-president), J. Caldwell, R. Gibson, W. C. Tate, P. R. W. Shinner, H. W. Gamble, W. J. Thornton, C. A. Quinn, R. M. Watson, J. Kerr, W. P. Ewart, W. H. Boyd, Professor E. B. C. Mays and Mr. W. Gorman (secretary). Apologies for absence were received from Dr. R. G. R. Bacon, Messrs. H. G. Campbell, S. E. Campbell, W. S. Hall, F. R. Moore, H. F. Moore and A. Templeton.

THE PRESIDENT said that he hoped that Mr. Templeton would have a speedy recovery from his illness. He referred to the death of Mr. Richard Hall, M.P.S.N.I., an uncle of Mr. W. S. Hall (a member of the Council) and it was agreed to convey a message of sympathy to Mr. W. S. Hall. Mrs. McGregor, widow of Mr. John McGregor (a former member of the Council) wrote thanking the Council for the messages of sympathy on the death of her husband.

Mr. A. W. Kernahan (pharmaceutical officer, Northern Ireland General Health Services Board) wrote to say that when a routine test had been made at the premises of a chemist, a prescription was dispensed and on inquiry it was discovered that the dispenser's name was not in the Register of Pharmaceutical Chemists. The Board had taken the matter up with the firm. A member of the firm who knew that the man concerned had passed his final examination had therefore assumed that the person was registered. The Board thought that in that instance the employer had been misled and had decided to take no further action against the firm. The Board decided that the circumstances should be reported to the Society because they thought that the person concerned must have known that he could not take charge of a pharmacy unless his name was on the current Register of pharmaceutical chemists. The Council agreed to refer the matter to the Statutory Committee.

The Council agreed to restore to the Register the names of Francis B. Leyden, Arthur E. Johnstone, Samuel A. Kerr, Bernard A. Kearns and James A. Gilchrist, whose names had been removed on December 14, 1957, and who had made application for restoration. It was also agreed to restore the name of Robert Thompson, Randalstown. The report of the Finance Committee was adopted on the motion of Mr. W. J. Thornton, seconded by Mr. R. M. Watson.

The board of examiners reported that in the Final Part I examination in December 1957, there were sixty candidates, of whom two were absent, twenty passed, twenty-three failed, thirteen were referred in biology and two in chemistry. The board of examiners made certain recommendations about courses. They recommended that fifteen students should do a revision course in all subjects before they

On behalf of Cork Chemists' Social Committee, Mr. Morgan Broderick (chairman of the Committee), amidst applause, handed to the president a cheque for £63, proceeds of the recent dinner-dance in aid of the Society's Benevolent Fund. A cheque for £43 was also received from the West of Ireland Chemists' Association and Westmeath Pharmaceutical Federation as a result of their joint New Year dinner-dance. On the motion of THE PRESIDENT, seconded by THE TREASURER, the best thanks of the Society were tendered for those generous gifts to the Fund.

At a meeting of the Benevolent Fund Committee held at the close of the Council meeting grants totalling £52 were passed for payment.

again presented themselves for the examination, that course to start in January and end in June. In one case the examiners recommended a course starting in January and ending in December. That candidate would not be allowed to enter for examination before December. Three candidates were recommended to take a course in biology and chemistry and twelve to take a course in biology only. It was also recommended that one student should take a course in biology and physics. The examiners made no recommendation concerning three candidates who would not be permitted to sit the examination at any future date.

In the Part II examination there were eighty-eight candidates, two were absent, twenty-eight passed, thirty-eight failed, nine were referred in pharmaceuticals, six in pharmacognosy, three in chemistry and two in forensic pharmacy. Mr. W. H. BOYD asked if there were any statistics available of the number of candidates under the new syllabus who had taken part in the examination. Mr. W. GORMAN (secretary) said there were thirteen new-syllabus candidates. Some of those had been doing one subject. Of the thirteen, six passed, four failed, two were referred in biology and one in chemistry. The examiners' report and recommendations were adopted.

The president was elected a member of the Statutory Committee in succession to Mr. H. G. Campbell, who recently resigned.

Examiners appointed for 1959 were as follows: *Botany*, Mrs. Y. Heslop-Harrison; *chemistry*, Mr. H. H. Campbell; *physics*, Mr. A. L. Stewart; *pharmaceutics and forensic pharmacy*, Mr. F. R. C. Bateson; *pharmacognosy*, Mr. G. Rattray; *physiology*, Dr. I. C. Roddie.

MR. BOYD congratulated Mr. J. Caldwell and the organising committee on raising £108 for the Benevolent Fund—the proceeds of the annual dance. THE PRESIDENT said Mr. Caldwell had put in a tremendous amount of work both for the dance and for the annual bowling tournament.

The Council agreed on the motion of Mr. Caldwell, seconded by Mr. Quinn, to affix the Society's seal to certificates of qualification of students who passed the December 1957 Part II examination and who were eligible to receive certificates.

The President appealed to pharmacists to give wholehearted support to the series of lectures being given by Professor O. L. Wade (see p. 82).

CARPET BAGGERS? "A patient's" point of view on the group-practice type of health centre was given in a letter published in the *Manchester Guardian* on December 27, 1957. "One difficulty," he wrote, "... is that the doctors at the health centre, since they no longer keep their own surgeries in the neighbourhood... move their homes from it also." Three doctors from his own area had gone to live elsewhere. "They notified their patients of the move, in case they wished to change to another doctor; but that was no help, as there was no one else who could take them."

CENTRAL NERVOUS DEPRESSANTS CLASSIFIED

A "bewildering and confusing" field

THE whole field of central nervous depressants was beginning to be confusing for many pharmacologists and bewildering for many clinicians, said Dr. E. Jacobsen (Danish Medicinal and Chemical Co., Ltd., Copenhagen) in a special University of London lecture on January 7. It was therefore useful to compare the actions of all those compounds, in an attempt to find out how they were mutually related, and place them into groups. Depressants differed in their action upon single functions of the central nervous system and when all actions were tabulated it was possible to distinguish a profile of action, characteristic for every agent. Agents with similar profiles of action could then be collected into groups.

Major Tranquillisers

The group of major tranquillisers consisted of reserpine and other active rauwolfia alkaloids and chlorpromazine (a phenothiazine derivative) with its more recent congeners. Those were mainly characterised by their depressive effect on the lower centres, including the extrapyramidal system. Psychically, they had a greater influence on the unlearned behaviour than on the learned behaviour. Although reserpine and the reserpine-like alkaloids on one side and chlorpromazine and its congeners on the other had many properties in common, one fundamental difference was in their mode of action. The effect of reserpine was closely connected with the deprivation of the amines. Chlorpromazine had no effect on the amines, but the similarity in the action of reserpine and chlorpromazine was more striking than the differences. That suggested that they exerted their effect on the same parts of the brain. The aminocatechols and 5-hydroxytryptamine were found in the highest concentrations within the central nervous system in the thalamic-hypothalamic areas, in the region where it would be expected from the symptoms that those tranquillisers had their main site of action.

The effects of the minor tranquillisers were qualitatively or quantitatively less pronounced than those of the major tranquillisers. Nevertheless, they acted as tranquillisers; they potentiated the anaesthetic effect of barbiturates and alcohol, and in the clinic they had definitely sedative properties. They also acted on functions which had centres in the midbrain and diencephalon, but those actions were weaker or more specialised than those of the major tranquillisers. Some were potent against motion sickness, others had an anti-parkinson effect. Most of them were antihistamines or had been developed from antihistamines. Phenothiazine derivatives in the group included promethazine (Phenergan) and promazine (Sparine) and among benzhydrol derivatives were diphenhydramine (Benadryl) and hydroxyzine (Aтарax).

The hypno-sedatives and the tranquillo-sedatives were distinguished from the tranquillisers by at least two points.

They had not the specific effect on the same functions with centres in mesodiencephalon as had the tranquillisers, and they antagonised convulsives. Some of the products (barbiturates, alcohol) were true hypnotics in the old sense of the word, giving anaesthesia in sufficiently large doses. Others inhibited the polysynaptic reflexes, and still others had both properties. There was definitely a very small correlation between the effect on the polysynaptic reflexes and the sedative action. Meprobamate, with its well-known depression on the polysynaptic reflexes, had also a pronounced sedative action, but some benzazoles which exerted quantitatively a higher inhibition on the polysynaptic reflexes than meprobamate, were deprived of sedative effect. It was more difficult to decide to what extent the hypnotic action was correlated with the sedative action. With pentobarbitone, sedation began at 4 per cent. of the LD₅₀, and anaesthesia was complete at 35 per cent. Phenobarbitone sedation started at 4 per cent. and had a complete anaesthesia at 50 per cent. With ectylurea (Nostyn) a sedation at 1 per cent. and full anaesthesia at 90 per cent. of the LD₅₀ was observed. Compounds like pentobarbitone and meprobamate differed somewhat in effect. Psychically, alcohol and barbiturates influenced the unlearned reactivity less than the learned reactivity while the opposite was the case with meprobamate. As the psychic action of meprobamate was more like that of the tranquillisers than the psychic action of the hypnotics, it was possible to distinguish between tranquillo-sedatives for sedatives like meprobamate and hypno-sedatives for sedatives of the barbiturate-alcohol type. However, no sharp line could be drawn between the two types of sedation and phenaglycolol (Ultran) and many other compounds had traits from both groups.

No Sedative Action

Benactyzine (Lucidil, Suavitil, Nutinal-Cevanol) a member of the central acting anticholines group, differed from the other compounds discussed in that it had no sedative action. On the contrary, it increased the spontaneous activity, had no effect on the unlearned reactivity and had a stimulating effect on some learned reactions. It had also an ability to normalise stress-induced behaviour in some experimental situations. That ability was also found after administration of alcohol, barbiturates and especially after meprobamate. As with other anticholines, such as atropine and hyoscine, benactyzine was a strong inhibitor of the electroencephalographic (EEG) arousal syndrome. The same effect was also found with the minor tranquillisers which had rather pronounced anticholinergic properties. It was possible that the central effect of benactyzine in some way was connected with its strong anticholine effect, but the interrelation was not clear.

Although the groups presented seemed well defined and differed from

each other in their mode of action it was easy to find transitional compounds which had properties in common with members of other groups. Phenaglycolol, for example, forms a link between the barbiturates and meprobamate. There were many examples, however, of transitional compounds between groups with little similarity. A recently described compound, 2-(1-naphthylamino-2-oxazoline), stated to depress the polysynaptic reflexes. In that respect it belonged to the mephenesin-meprobamate group. It had quieting properties and potentiated the effect of anaesthetics. Those properties were common for meprobamate and the major tranquillisers. But it increased convulsions after leptazol, a property found among the tranquillisers and definitely not characteristic for meprobamate. In that respect, naphthylamino-oxazoline formed a link between the sedatives and the tranquillisers. It was possible by means of iproniazide to convert the sedative effect of reserpine and the other indirectly acting tranquillisers into an opposite, highly stimulating, effect not unlike that of lysergic acid diethylamide or the amphetamines.

Gradual Transition

The gradual transition from one group to another made it necessary to determine the profile of action covering a long series of effects if a compound was to be comprehensively described. To give a true picture of the mutual relation between the compounds, however, would necessitate a multidimensional system. Much more important was the interrelationship between the pharmacodynamic action and the clinical effect of the compounds where knowledge rested on rough empirical observations. The facts were that the major tranquillisers were able to ameliorate the major psychoses while the remainder had only an effect in psychic disturbances of minor, presumably functional origin, such as neuroses. In neither the major psychoses nor neuroses could an effect be expected in all cases. It was possible to predict from the symptoms of a psychiatric case which of a number of compounds would have the best prospects to help the patient.

What Properties are Sought?

In the development of new drugs they did not even know which property was most important for the clinical effect. If it was desired to make a new compound for treatment of schizophrenia must it, he asked, be a potent anti-adrenaline, a potent depressor of the extrapyramidal system, a potent depressor of the meso-diencephalic autonomic centres or must it have quite other hitherto unnoticed properties? The only way to make progress was to correlate many biochemical, physiological, pharmacological, pathophysiological and clinical facts and then hope that the present or future generations would be able to utilise that information.

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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, JANUARY 22: Interest in CRUDE DRUGS during the week was mainly confined to those commodities that have been in short supply, chief amongst which is IPECACUANHA. Business was done in the root on the spot at a price which must have passed previous records. Since most of the emetine-producing countries appear to be anxious now to cover their requirements, and the various sources at origin are unable to get sufficient material to cover their commitments, little or no improvement in supplies can be expected in the foreseeable future.

Sellers of Cape ALOES at origin were asking 7s. 6d. per cwt. more for primes than in the previous week, and since it is the dry season in South Africa prices may continue to harden before new stocks are forthcoming. Some grades of SHELLAC were marked up by 2s. 6d. or 5s. per cwt., although the better grades were unchanged. Stocks of Chinese LIQUORICE JUICE have been cleared on the spot and shippers are now asking a price which makes the material uncompetitive with the Anatolian variety. AGAR was easier for shipment and Brazilian MENTHOL lost a further sixpence per lb., on the spot. Among AROMATIC SEEDS Indian CELERY remained steady with sellers asking 200s. per cwt. on the spot while both CUMIN and FENNEL were firmly held. Mexican JALAP was easier for shipment by sixpence per lb. Manufacturing Tinnevely SENNA PODS are practically unobtainable on the spot but there appears to be an adequate stock of Alexandrian. Shipments of senna from the port of Tuticorin during December 1957 are given in the table below.

	U.K.	U.S.	CONTINENT
SENNA LEAVES	Tons 12	Tons 15*	Tons 60
PODS	4	—	21

*Includes 9 tons to Buenos Aires.

There were few price changes in the ESSENTIAL OILS market and trading was reported to be dull. Lower per lb. were Chinese PEPPERMINT on the spot (by threepence) whilst for shipment, Formosan CITRONELLA and East Indian LEMONGRASS were down twopence and one penny per lb., respectively. East Indian SANDALWOOD, however, advanced 2s. 6d. per lb. for spot supplies, whilst Madagascan CLOVE LEAF was three-halfpence per lb. dearer for shipment.

Pharmaceutical Chemicals

ACETANILIDE. — 1-cwt. lots are 2s. 10d. per lb. for crystals and 5-cwt., 2s. 9d. Powder is 1d. per lb. more.

ALOIN. — Spot offers (14-lb. lots) are 28s. 9d. per lb.

ANEURINE HYDROCHLORIDE. — Price per kilo is £15 3s. 6d. with 10-kilo lots at £14 18s. 6d. per kilo.

ASCORBIC ACID. — Rates per kilo: 1 kilo, £4 18s.; 10 kilos, £4 16s. SODIUM ASCORBATE is offered at the same prices.

BIARIUM SULPHATE. — 250-kilo lots of B.P. (x-ray) are now 3s. 3½d. per kilo.

CALCIFEROL. — B.P. is 3s. 2d. per gm. for 1-kilo lots.

CALCIUM PANTOTHENATE. — Price per kilo is £22 17s. 6d.

CREAM OF TARTAR. — Rates for the home trade are now as follows: — 1-ton lots, 231s. per cwt.; 10-cwt., 232s.; 5-9-cwt., 233s.; 2-4-cwt., 234s.; 1-cwt., 235s.

CREOSOTE. — B.P. quality, ex beechwood, is from 6s. 9d. to 7s. 6d. per lb.

CRESOL. — Price of B.P. quality from distillers is 7s. 9d. per gall. in 5-gall. lots.

CYANOCOBALAMIN. — Less than 10-gm. lots are £75 per gm.

DEXTROSE. — Rates are as follows: — MONOHYDRATE, B.P., 1-lb., 1s. 11½d.; 7-lb., 11s. 10d.; 28-lb., 43s.; free packages, less 12½ per cent. to wholesalers. In bulk, 1-ton lots, £90 ex works. ANHYDROUS, B.P., 7-lb., 14s.; 14-lb., 26s. 3d.; 28-lb., 49s. (terms as for monohydrate). 1-ton lots, £107 10s. ex warehouse.

FOLIC ACID. — B.P. and U.S.P. are offered on the spot at about 4s. 6d. per gm. in 1-kilo lots.

IODIDES. — Current quotations (per lb.) include the following: —

	28-lb.	1-cwt.	5-cwt.
	s. d.	s. d.	s. d.
POTASSIUM	9 0	8 6	—
SODIUM	14 1	13 2	12 9

MAGNESIUM TRISILICATE. — In 28-lb. packages the prices (per lb.) are now as follows: — 28-lb., 4s. 9½d.; 1-cwt., 3s. 10d.; 5-cwt., 3s. 7d.; 1-ton, 3s. 1d.

MENAPHTHONE. — B.P. is £11 per kilo; ACETOMENAPHTHONE, B.P., £11; WATER-SOLUBLE (menadione sodium bisulphite, U.S.P.), £15 per kilo.

METHYL SALICYLATE. — Five-ton lots are 3s. per lb.; 1-ton, 3s. 0½d.; 10-cwt., 3s. 1d.; 5-cwt., 3s. 2d.; 1-cwt., 3s. 3d.

METOL. — In 1-cwt. lots the price is 24s. 6d. per lb.

NICOTINAMIDE. — Prices per kilo are now: 1 kilo, 92s. 6d.; 10 kilos, 90s.; 50 kilos, 88s. 6d.

NICOTINIC ACID. — Prices per kilo are 57s. 6d. for 1-kilo and 53s. 6d. for 50-kilo lots.

NIKETHAMIDE. — Prices per kilo are: — 1-kilo, 113s.; 50-kilo, 105s.

OLEIC ACID. — Price of pale distilled is £176 per ton in 3½-cwt. original loaned drums, and B.P., £185 10s.

OXALIC ACID. — Manufacturers' rates for 1-ton lots are from £128 10s. per ton, delivered in free kegs.

PAPAVERINE. — Synthetic HYDROCHLORIDE is 250s. per kilo.

PARALDEHYDE. — B.P. in 12-winchester lots is 2s. 7d. per lb.; 10-gall. carboy, 2s. 2d., and 5 carboys, 2s. Stabilised in 40-gall. drum lots, 166s. per cwt.; technical, 149s. per cwt.

PHENACETIN. — In 5-cwt. lots makers' price is now 6s. 8d. per lb.; 1-cwt., 6s. 9d.

PHOSPHORIC ACIDS. — B.P. (s.g. 1.750) is quoted at 1s. 4d. per lb. in 10-carboy lots. 1-2 carboys, 1s. 8d. per lb. B.P. 1914 is quoted from 1s. 2d. to 1s. 6d. per lb. HYPHOPHOSPHOROUS, B.P.C., in winchesters is from 7s. 5d. to 8s. 6d. per lb., as to quantity.

PIPERAZINE. — ADIPATE is from 32s. 6d. to 36s. 6d. per kilo; CITRATE from 32s. 6d. to 36s. 6d. and TARTRATE, 38s. 6d.

POTASH SULPHURATED. — Lump, B.P.C., is 2s. 4d. per lb. in 1-cwt. lots.

POTASSIUM BICARBONATE. — B.P. powder is 110s. per cwt. for 1-4-cwt. lots and 105s. per cwt. for 5-cwt. and over.

POTASSIUM BROMATE. — In 5-cwt. lots the price is 5s. 3d. per lb.

POTASSIUM CHLORIDE. — In 1-cwt. lots B.P., is 1s. 6d. per lb.

POTASSIUM HYDROXIDE. — B.P. sticks are from 6s. 8d. per lb. and pellets, 5s. 1d.; technical, flake, 1s. 4d.

POTASSIUM 8-HYDROXYQUINOLINE SULPHATE. — 1-kilo is 47s. 1d. and 50 kilos, 44s. per kilo.

POTASSIUM NITRATE. — Pharmacopœial quality is 100s. per cwt. (crystal or powder) in 1-cwt. lots.

POTASSIUM PERMANGANATE. — Current rate for B.P. material for 1-cwt. lots is 1s. 11½d. per lb. Technical is 204s. 6d. per cwt. and £193 10s. per ton.

POTASSIUM QUADROXALATE. — One-cwt. lots are 3s. 6d. per lb.

POTASSIUM SULPHATE. — One-cwt. lots are from 1s. 2d. to 1s. 3d. per lb.

POTASSIUM THIOCYANATE. — One-cwt. lots are 5s. 6d. per lb.

PROCAINE HYDROCHLORIDE. — 100-kilo lots are about 45s. per kilo.

PYRIDOXINE. — Manufacturers' rate for 1 kilo is now £109 5s. per kilo; 10 kilos, £108 10s.

RESORCINOL. — 1-cwt. lots are now quoted at 13s. per lb. by manufacturer.

RIBOFLAVINE. — Price (per kilo) is £18 10s. for 1-kilo and £18 5s. for 10-kilo lots.

SANTONIN. — Minimum terms for home market are 480s. per kilo.

SILVER SALTS. — PROTEIN, 36s. 3d. to 42s. 9d. per lb.; VITELLIN from 68s. 6d. to 76s. 6d. per lb. as to quantity.

VITAMIN A. — Synthetic. Supplied in strengths of 200,000 international units per gm. the price is 11½d. per million i.u. Natural is 1s. 4d. per million units.

VITAMIN D₂. — In oil, 2 million units per gm. the price is 2d. per million international units. Crystalline see under calciferol.

VITAMIN E (synthetic). — TOCOPHERYL ACETATE, B.P.C., 10 gm. to 100 gm., 1s. 2d. per gm.; 100 gm. to 1 kilo, 1s. per gm.; 1 kilo and under 10 kilos, £45 per kilo; 10 kilos, £44 15s. per kilo.

Crude Drugs

AGAR. — *Kobé* is 12s. 3d. per lb., duty paid. New-crop for January-February shipment, 10s. 1½d., c.i.f.

ALOES. — Cape prime for shipment is about 215s. per cwt., c.i.f. and spot, 230s. Curaçao unobtainable.

ANISE (STAR). — Chinese is 130s. per cwt. c.i.f., and 150s., spot in bond.

ARECA NUTS. — F.a.q. quoted at 67s. 6d. and selected, 140s. per cwt. landed.

BALSAMS. — Quotations (per lb.) are: — CANADA: Spot, 25s. 6d. to 26s. and shipment, 25s., c.i.f. COPAIBA, Para from 7s. 9d. to 11s. duty paid. PERU cleared on the spot; resellers for shipment quoting 10s., c.i.f. TOLU (genuine as imported), 25s. 6d.; B.P., not offering.

BELLADONNA. — Herb is 2s. 6d. per lb. on the spot (1s. 6d., c.i.f.). Root 1s. 10d. spot; shipment, 1s. 3d., c.i.f.

BUCHU.—Spot rounds are 7s. 9d. per lb. new-crop for shipment, 6s. 9d., c.i.f.

CAMPBOR.—B.P. POWDER is from 5s. 3d. per lb., duty paid. TABLETS, ¼-oz. are 6s. 6d., in bond.

CAPSCUMS. — East African are from 150s. to 200s. per cwt. on the spot.

CARDAMOMS. — Aleppy greens are 16s. per lb. on the spot; shipment, 14s., c.i.f. No. 1 seed 24s. 6d., spot; shipment, 21s., c.i.f.; split seed, 17s.

CINCHONA. — Parcels of druggists' bark *Succinbra* hybrid are from 1s. to 1s. 6d. per lb. on the spot, according to test.

CASCARA SAGRADA.—Spot 1956 processed peel is 320s. per cwt., duty paid, and 1957 peel, from 285s., with shipment at 252s. 6d., c.i.f.

CASSIA BARK. — Selected whole in limited supply on the spot at 230s. per cwt. No shipment offers.

ERGOT.—Portuguese is 5s. 6d. per lb. c.i.f., for prompt shipment and 6s. spot. American, 5s. 9d., spot; Hungarian, 7s. 9d.

GINGER.—African, 120s. per cwt. on the spot; shipment, 105s. Jamaican No. 3 on the spot is 535s. per cwt. Cochinchina spot, 105s.

HONEY. — Australian light-amber is 110s. to 115s. and medium amber 105s. to 110s. Argentine 125s. to 130s.; Jamaican, 140s. to 145s., all per cwt., on the spot.

IPECACUANHA.—Colombian on the spot offered at 67s. 6d. per lb. Matto Grosso, February-March shipment, 62s. per lb., c.i.f.

JALAP ROOT. — Mexican, afloat or shipment, testing 15 per cent., is 4s. 7d. per lb., c.i.f.

KARAYA. — No 1 gum on the spot is quoted at 240s. per cwt. and No. 2 at 155s.

KOLA NUTS. — Jamaican are offered at about 8d. per lb. spot, and 6½d., c.i.f. African, 5½d. spot and 4½d., c.i.f.

LANOLIN. — ANHYDROUS, B.P., is from 170s. to 175s. per cwt. in 1-ton lots and HYDROUS, B.P., 150s., free drums, delivered.

LIQUORICE. — Natural root: Russian, 52s. 6d. per cwt.; Chinese, 50s.; Persian, 45s. Block juice: Anatolian, 200s. per cwt., spot. Italian stick from 310s. to 476s. per cwt. Spray-dried extract, 2s. 10½d. per lb.

MENTHOL.—Chinese is 53s. per lb., duty paid and 48s. 6d., c.i.f.; Brazilian, spot, 40s. 6d., duty paid, shipment, 37s. 6d., c.i.f. Formosan, 45s., c.i.f., Japanese, 46s. 6d., c.i.f., January.

ORANGE PEEL. — West Indian bitter quarters are 1s. per lb.; Spanish, 1s. 9d.; thin-cut Tripoli, 2s. 3d.

ORRIS ROOT. — Florentine is 340s. per cwt.

PAPAIN. — Nominal c.i.f. value of No. 1 white is 32s. 6d.; spot unobtainable.

PEPPER. — White Sarawak is 2s. 1½d. per lb. on the spot with small business reported; shipment offering at 2s. 0½d., c.i.f. Black Sarawak, 1s. 6d., on spot and shipment at 1s. 5d., c.i.f. Black Malabar on spot is 195s. per cwt. and new-crop for January-February shipment, 180s.

PIMENTO.—Spot is 525s. per cwt.; shipment, 540s., f.o.b.

QUILLAIA.—Spot offers of whole bark at 190s. per cwt.; cut, 215s.; crushed, 230s. Shipment offers (whole bark) at 150s., c.i.f.

RAUWOLFIA.—*Serpentina* is 4s. 3d. per lb., c.i.f., and *vomitoria*, 2s. 3d., c.i.f.

RHUBARB.—Quotations for Chinese are from 6s. to 9s. per lb., as to quality.

SARSAPARILLA.—Jamaican native red on the spot is 2s. 6d. per lb.

SCAMMONY. — Mexican resin is offered at 1s. 4d. per lb. on the spot.

SEEDS. — (Per cwt.). ANISE.—Cyprian is unchanged at 167s. 6d. spot, duty free. CARAWAY. — Dutch offered at 97s. 6d., duty paid. CELERY.—Indian steady with sellers at 200s. on spot. For shipment old-crop January-February, 167s. 6d., c.i.f. and new crop June-July, 130s., c.i.f. CORIANDER. — Quiet, Moroccan on spot quoted at 70s., duty paid; shipment, 48s., c.i.f. CUMIN.—Cyprian, spot, 200s. and Iranian, 175s., in bond. Cyprian for shipment is quoted at 180s., c.i.f. DILL.—Indian offering at 62s. 6d., spot. FENNEL.—Indian is firmly held at 195s., spot. FENUGREEK.—Moroccan quiet at 55s., duty paid. For shipment 38s., c.i.f., quoted. MUSTARD. — English 67s. 6d. to 80s., according to quality.

SENNA. — *Timevelly* LEAVES, prime No. 1, 1s. 5d. per lb., prime No. 2, 1s. 3d., f.a.q., No. 3, 10d. PODS, manufacturing nominally 1s. 6d.; others, 1s. 7d. to 2s. 3d. *Alexandria* pods; Manufacturing, offered at 1s. 6d. with hand-picked from 3s. 6d. to 8s.

SHELLAC.—F.O.T.N. 205s. per cwt., F.O. No. 1, 225s.; fine orange, 235s. to 300s.

STRIPPY ELM.—Grinding quality bark is 2s. 7½d. per lb.

STROPHANTHUS.—*Kombé* on the spot is 8s. 6d. per lb. for the 100 per cent.; *Gratus* is unobtainable spot; shipment, 18s. 6d. per lb., c.i.f.

STYRAX. — For shipment, 9s. 3d., per lb., c.i.f. Spot, 11s., duty paid.

TONQUIN BEANS. — Para on the spot are offered at 8s. 6d. per lb.

TRAGACANTH.—No. 1 ribbon is £130 to £135 per cwt., No. 2, £125 to £127 10s.

TURMERIC.—Madras finger on the spot is 55s. per cwt. New-crop (March-April) quoted at 52s., c.i.f.

VALERIAN ROOT. — Spot: Indian (with rootlets) is 130s. and Belgian, 175s. to 195s. per cwt. Dutch (max. 2½ per cent. sand) for prompt shipment, 168s., g/n, c.i.f.

VANILLIN.—Rates (per lb.) are now:—5-cwt. lots, 25s. 3d.; 1-cwt., 25s. 6d.; 56-lb., 25s. 9d.; smaller quantities, 26s.

WITCH HAZEL LEAVES.—Spot supplies are 1s. 11d. per lb.

Essential and Expressed Oils

ALMOND. — British oil is 8s. 3d. per lb. Moroccan, 7s. 6d., in bond.

AMBER.—Rectified on the spot is 1s. 6d. per lb.

ANISE. — Chinese, 11s. per lb., spot; shipment, 10s. 10½d., c.i.f.

CANANGA.—Spot is 52s. 6d. per lb.

CARAWAY.—English-distilled is offered at 55s. and imported from 26s. to 27s. 6d. per lb.

CARDAMOM. — Price per lb. is from 350s. for English-distilled and from 267s. 6d. to 297s. 6d. for imported.

CHENOPodium.—Spot value is 35s. per lb. for original containers.

CINNAMON.—From quillings, best English-distilled is 50s. per oz.; other B.P. oils from 165s. per lb. Ceylon leaf, crude, 14s. 6d. and rectified, 25s. per lb., spot.

CITRONELLA. — Ceylon, spot, 4s. 5d.; shipment, 4s. 2d., c.i.f. Formosan, January-February, 5s. 2d., c.i.f. Spot: 5s. 9d. in bond.

CLOVE.—Madagascar leaf is 6s. 7½d. per lb., duty paid and 5s. 10½d., c.i.f., for shipment. Rectified 87-88 per cent., 9s. 3d. Distilled bud oil, English, B.P., 28s. 6d.

CUMIN.—Quotations for English-distilled oil are about 95s. per lb.

DILL.—B.P. imported is 36s. per lb.

EUCALYPTUS.—70 to 75 per cent. eucalyptol on the spot is 4s. 9d. per lb. 80 to 85 per cent., 5s. 6d.

FENNEL.—Spanish sweet on the spot is quoted at 10s. to 12s. 6d. per lb.

GERANIUM.—Bourbon is 110s. per lb. on the spot and Algerian, 92s. 6d.

GINGER. — English-distilled oil is 185s. per lb. Imported: Jamaican, 167s. 6d.; Chinese, 100s., duty paid.

GRAPEFRUIT.—Jamaican or Floridan is 15s. per lb., spot.

JUNIPER. — B.P.C. 1949 oil is from 10s. 6d. per lb. and Jugo-Slavian, 14s. on the spot. English-distilled is 155s. JUNIPER WOOD, from 5s.

LAVENDER.—French oil, 40-42 per cent. is from 40s. to 60s. per lb. as to make.

LAVENDER SPIKE. — Spanish is offered from 12s. 6d. to 15s. per lb. on the spot.

LEMON.—Prices of B.P. oil (4 per cent. citral) vary greatly on the spot according to quality and range between 30s. and 47s. 6d. per lb. Californian, 25s. 9d. to 28s. 6d. as to quality.

LEMONGRASS. — Spot is 7s. 4½d. per lb., and shipment, 7s. 2d., c.i.f.

LIME. — West Indian distilled is in the region of 60s. per lb. on the spot.

NUTMEG. — Imported B.P. oil is about 100s. per lb. English-distilled, 180s., nominal.

OLIVE.—French is 22s. 6d. to 23s. 6d. per gall. on the spot, for B.P. quality.

ORANGE.—Spot quotations of sweet oil include Floridan at 4s. 6d. per lb.; Californian, 9s.; West Indian, 7s. 6d.; South African, 7s. 6d.; West African, 14s. 6d.; Israeli, 12s. For shipment, proprietary brand Californian cold-pressed U.S.P., no offers; distilled equals 5s., c.i.f. Terpeneless is 200s. per lb., spot. Bitter is short and prices nominal.

PALMAROSA.—East Indian, 35s., spot, and 28s., c.i.f.

PATCHOULI.—Penang is 30s., in bond, and 29s., c.i.f. Seychelles, 36s., spot.

PENNYROYAL. — Spot is quoted from 17s. 6d. per lb., duty paid.

PEPPERMINT. — *Arvensis*: Chinese is 26s. per lb. on the spot and 26s. nominal, c.i.f. Brazilian, 14s., spot and 13s., c.i.f. Formosan, 18s. 3d., spot. Italian "Mitcham"-type oil on spot is from 45s. to 50s.; American, 27s. 6d. to 55s., as to origin.

PETITGRAIN. — Paraguay is offered at 20s. 6d. per lb. on the spot; 20s., c.i.f.

PIMENTO. — English-distilled berry is 180s. per lb.; imported, 75s. Rectified leaf, 27s. 6d. per lb. for small lots.

PINE.—*Pumilionis* on the spot is from 16s. per lb.; *syvestris*, 25s.; Siberian (*abietis*), 12s. 6d. to 14s.

ROSEMARY. — Spanish is firm at 7s. 6d. per lb.

SAGE.—Spanish is 8s. 6d. per lb.

SANDALWOOD. — Mysore offered from 81s. to 87s. per lb. as to source. East Indian, 72s. 6d., spot.

TANGERINE.—Spot supplies of best oil are offered at 40s. per lb.

THYME.—Spot is 10s. per lb.

VETIVER.—Spot is currently at about 90s. per lb.

UNITED STATES REPORT

NEW YORK, JANUARY 21: Refined GLYCERIN dropped ¼-cent to 26½ cents per lb. ALUMINIUM CHLORIDE was 2 cents dearer per lb. HYDROCORTISONE is now \$3.20 a gram (down 80 cents). Higher per lb. were LYCOPodium at \$5.85 (up 35 cents) and powdered ELM BARK at 50 cents (5 cents). In ESSENTIAL OILS, GRAPEFRUIT at \$1.75, was up 25 cents per lb., and TANGERINE at \$2.25, up 10 cents. Lower by 25 cents was CUMIN at \$12.25 per lb.

WORLD TRADE

Clove Plea to India.—The Zanzibar clove industry is sending a six-man trade mission to India to seek relaxation of the restrictions imposed by the Indian Government on the import of cloves.

Dollar Aid Offered to India.—The United States has offered India an economic aid package of \$290 millions, chiefly in loans, to assist its second five-year development plan. Announcing that on January 16, the State Department said it was willing to discuss a loan programme of about \$225 millions from the Development Loan Fund and the Export-Import Bank.

United States Drug Industry.—Sales of pharmaceuticals in the United States reached a record total of \$1,700 millions in 1957 compared with \$150 millions in 1939, according to Dr. E. H. Volwiler (president and general manager, Abbott Laboratories). With the industry spending on research a record \$127 millions in 1957 and a still higher amount scheduled for 1958, he believed that the same factors that caused past growth would continue to move sales higher.

European Free Trade.—Britain's Paymaster General (Mr. Reginald Maudling) has predicted "substantial agreement" by this summer on a European Free Trade area embracing the six-nation Common Market and other members of the seventeen-nation Organisation for European Economic Co-operation. He told a Press conference in Paris on January 17 after presiding over a two-day meeting of the OEEC Ministerial Negotiating Committee on the Free Trade area that that would allow the area to come into effect simultaneously with the Common Market. Mr. Maudling discounted reports that a French counter-plan on the Free Trade Zone, now being drafted, would delay the outcome of his committee's negotiations. He said it would probably speed them up.

TRADE MARKS

APPLICATIONS ADVISED BEFORE REGISTRATION

From the "Trade Marks Journal," January 1

For chemical products used in agriculture, horticulture and forestry; manures (natural and artificial); chemical substances for preserving food-stuffs; and tanning substances (1)

MAZOE, B757,403, by British South Africa Co., Salisbury, Southern Rhodesia.

For light-sensitive photographic plates, sensitised films and photographic papers (1)

ISS, 767,490, by Agfa A.G., für Photofabrikation, Leverkusen, Germany.

For non-medicated toilet preparations (3)

STRONGEARLE, B759,331, by Stanley Z. Jackson (Chemists), Ltd., Castleford, Yorks.

For preparations for the hair (3)

VITESSO, 764,795, by D.D.D. Co., Ltd., Watford, Herts.

For non-medicated preparations for cleansing the hands (3)

CENTREX, 764,798, by Walkers (Century Oils), Ltd., Stoke-on-Trent.

For cleaning preparations (3)

Device of words 3 HANDS SPOT-OFF, 766,722, by Three Hands Products, Ltd., London, N.15.

For toilet preparations for the hair (3)

ACTORENE, 769,553, by Eugene, Ltd., London, W.1.

For infants' and invalids' foods (5)

MAZOE, B757,404, by British South Africa Co., Salisbury, Southern Rhodesia.

For detergents (not for use in industrial or manufacturing processes) (3)

Device, 767,621, by Thomas Hedley & Co., Ltd., Newcastle-on-Tyne.

For medicated ointment (5)

CAPSHINE, 766,168, by Ram Bilas Sirdaw, Jinja, Uganda Protectorate.

For pharmaceutical preparations and substances containing camphor (5)

CAMPIDONIUM, 768,475, by Dr. Karl Thomac, G.m.b.H., Biberach-on-the-Riss, Germany.

For disinfectants (5)

DISFEX, 769,472, by Gardner Products Co., Wallgate, Wigan, Lancs.

For disinfectants; and substances for purifying air and repelling moths (5)

AIRGAY, 770,268, by Proprietary Chemicals, Ltd., Liverpool, Lancs.

For wrapping and packing material (16)

KORILIN, 769,864, by British Cellophane, Ltd., Bridgewater, Somerset.

From the "Trade Marks Journal," January 8

For chemical products used in industry, science and photography (1)

GACO, 758,502, by Jones Graphic Products Co., Albuquerque, New Mexico, U.S.A.

For soaps, perfumes, non-medicated toilet and cosmetic preparations (3)

Device of words MINERS NICE 'N' FRESH, and MINERS SOFT 'N' SMOOTH. 767,845,46, by Henry C. Miner, Ltd., Surbiton, Surrey.

For perfumes (3)

MYSTERE, 768,618, by Kayser Bondor, Ltd., Baldock, Herts.

For detergents (not for use in industrial and manufacturing processes) (3)

CATERSAN, 769,841, by Commercial Supplies Syndicate, Ltd., Derby.

For non-medicated toilet preparations (3)

BONAT, 770,128, by Maurice Harry Baker, Las Vegas, Nevada, U.S.A.

For preparations for killing weeds and destroying vermin (5)

NOSPRASIT, 747,934, by Farbwerke Hoechst A.G., vormals Meister Lucius & Brüning, Frankfurt-on-Main, Germany.

For all goods (5)

ANACORTOL, BENACORTOL, 764,659-60, QUAUDRIGEN, 764,662, by Parke, Davis & Co., Detroit, Michigan, U.S.A., and Hounslow, Middlesex. DEXIONEX, 770,637, by Clinical Products, Ltd., Richmond, Surrey.

For pharmaceutical preparations and substances (5)

NOVERIL, 769,067, by Dr. A. Wander, S.A., Berne, Switzerland. CE-COBALIN, 770,392, by Paines & Byrne, Ltd., Greenford, Middlesex. TRANSROID, 765,644, by Trans Chemie, N.V., Amsterdam, Holland.

For sanitary preparations for use in connection with sanitary closets (5)

DESSAIR, 769,995, by Dess Chemical Co., Ltd., London, E.C.2.

For liniments for the treatment of rheumatism, lumbago and sciatica (5)

RHEUMBAGO, 770,048, by John Rose, Gatley, Chcs.

For bandages and materials prepared for bandaging, all made of cotton crepe (5)

KUTOS, 770,059, by Keltus Fabrics, Ltd., Bradley, Yorks.

For bandages and materials prepared for bandaging, all made of wool crepe (5)

VETAS, 770,060, by Keltus Fabrics, Ltd., Bradley, Yorks.

For antibiotics and antibiotic preparations (5)

SOFRAMYCIN, 770,081, by Laboratoires Français de Chimiothérapie, S.A., Paris, France.

For disinfectants, veterinary preparations, insecticides, fungicides, larvicides, germicides, and preparations for killing weeds and brushwood (5)

PATHMASTER, VERGEMASTER, 770,354-55, by Burt, Boulton & Haywood, Ltd., London, W.C.2.

For pharmaceutical preparations in tablet form for use in the treatment of peptic ulcers (5)

ALKA-DONNA, 770,519, by Carlton Laboratories (Southern), Ltd., Brighton, Sussex.

For scientific instruments and apparatus (9)

PYE, and device of word PYE, 754,308-309, by Pye, Ltd., Cambridge.

For scientific and electrical apparatus and instruments, photographic, cinematographic, optical, etc., apparatus and instruments; and parts (9)

AEROTOPO, 766,885, by Zeiss-Aeritopograph, G.m.b.H., Munich, Germany.

For photographic apparatus, instruments and utensils; and parts (9)

CAPTAIN, 769,336, CLIPPER, 769,509, by Coronet, Ltd., Birmingham.

For biscuits (other than biscuits for animals), cakes and rusks (30)

Device with words OVALTINE BISCUITS

IDEAL FOR ALL OCCASIONS, 769,644, A. Wander, Ltd., London, W.1.

From the "Trade Marks Journal," January 15

For wetting agents and emulsifying agents, all being chemical products for use in industry; and detergents for use in industrial and manufacturing processes (1)

MIRANOL, 769,018, by Cyclo Chemicals, Ltd., London, W.C.2.

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Monday, January 27

FINCHLEY BRANCH, PHARMACEUTICAL SOCIETY, Bull and Butcher, Whetstone, London, at 8 p.m. Dr. Spencer Gray on "Anaesthetics."

Tuesday, January 28

NORTH METROPOLITAN BRANCH, NATIONAL PHARMACEUTICAL UNION, Beale's restaurant, Holloway Road, London, N.7. Annual meeting; talk by Mr. P. D. J. Spaanderman (chairman of the N.P.U.).

SHEFFIELD BRANCH, PHARMACEUTICAL SOCIETY, Grand hotel, at 8 p.m. Dr. G. Forbes on "Impressions of American Legal Medicine."

Wednesday, January 29

BRISTOL BRANCH, PHARMACEUTICAL SOCIETY, the Berkeley, Clifton, at 7 p.m. Annual dinner and dance.

EDINBURGH AND SOUTH-EASTERN SCOTTISH BRANCH, PHARMACEUTICAL SOCIETY, Charlotte Rooms, Edinburgh, at 6.45 p.m. Annual dinner and dance.

WEST MIDDLESEX CHEMISTS' ASSOCIATION and BRANCH, Paul's restaurant, Ealing, London, W.5, at 7.30 p.m. New Year party.

Thursday, January 30

PORTSMOUTH BRANCH, PHARMACEUTICAL SOCIETY, minor hall, city council chambers, Southsea, at 7.30 p.m. Dr. F. E. Camps (Home Office pathologist) on "Criminal Pathology."

PRESTON PHARMACISTS' ASSOCIATION, Bull and Royal hotel, Fishergate, at 7.30 p.m. Annual dinner and dance.

WEST KENT BRANCH, PHARMACEUTICAL SOCIETY, Green Man hotel, Catford, at 8 p.m. Dance in Aid of the Society's Benevolent Fund.

Friday, January 31

HULL CHEMISTS' ASSOCIATION and BRANCH, Imperial hotel, at 8 p.m. Dr. G. R. Boyes (Allen & Hanburys, Ltd.) on "Bacterial and Fungal Infections of the Skin."

LONDON SECTION, ROYAL INSTITUTE OF CHEMISTRY, Technical College, Brighton, at 7 p.m. Mr. F. A. Paine (Printing, Packaging and Allied Trades Research Association) on "Some Chemical Aspects of Packaging."

Advance Information

BIRMINGHAM COLLEGE OF TECHNOLOGY, department of pharmacy and biology, Suffolk Street. A course of ten lectures by Dr. R. Schneider on "Pharmacology," at 7.30 p.m. on Thursday evenings commences on February 13. Applications for admission to the course and fee of £2 2s. should be sent to the head of the department.

PRINT AND PUBLICITY

COMMERCIAL TELEVISION

PROGRAMME details are given to enable chemists to put in linking-up displays if they wish. Notice given is as far in advance of the programme date as can be guaranteed by the broadcasting companies. Where known, the number of appearances of the product during the week is shown in parentheses.

February 2-8

LONDON

Airwick (2), Alka-Seltzer, Amami wave set (3), Aspro (7), Beecham's pills (5) powders (6), Bristow's shampoo (2), Brylcreem (5), Colgate dental cream, Cutex hand cream.
Eucryl tooth-powder (2), Euthymol tooth-paste (2), Fynnon salt, Galloway's cough syrup (3), Germolene (5), Gibbs' S.R. tooth-paste (7), Gillette razors and blades (2), Gon, Halo shampoo (2), Horlicks (4), Iron Jelloids (2), Kleenex tissues (6).
Lemskin (3), Loxene (3), Macleans indigestion remedies (2) tooth-paste (4), Macprin (2), Mac throat sweets (2), Milk of Magnesia preparations (4), Moorland indigestion tablets (2), Opas tablets, Owbridge's tonic and pastilles (7), Pacquins (2), Palmolive soap, Penetrol inhalant, Phensic (7), Phosferine (4), Phyllosan (3), Potter's catarrh pastilles, Punch and Judy tooth-paste (2), Pure Silvikrin.
Savlon lozenges, Sea-pears (2), Silvikrin hair cream (3), Sky tooth-paste (6), Snowfire wave set, Supavite (3), Suregrip rubber gloves (2), Veno's cough mixture (5), Vitafort capsules (3), Vosene (3), Vykinin, Water Lilies shampoo, Williams Letric shave, Yeast-Vite (2), Zeph nasal spray (3), Zonk aerosols, Zubes pastilles (2).

MIDLAND

Airwick, Alka-Seltzer, Amami wave set (3), Angiers junior aspirin (2), Aspro (7), Beecham's pills (6) powders (7), Bristow's shampoo (2), Brylcreem (4), Colene, Colgate dental cream, Cutex hand cream, Delsey toilet tissue (3), Dentosine.
Eno's Fruit Salt (4), Eucryl tooth-powder (3), Euthymol tooth-paste (2), Galloway's cough syrup (3), Germolene (3), Gibbs' S.R. tooth-paste (12), Gillette razors and blades (2), Gon (2), Halo shampoo, Horlicks (4), Iron Jelloids, Kleenex tissues (5).
Lobelline cough syrup (2), Loxene (4), Macleans indigestion remedies (3) tooth-paste (3), Mac throat sweets (2), Milk of Magnesia preparations (4), Opas tablets, Owbridge's tonic and pastilles, Pacquins (2), Palmolive soap, Penetrol inhalant, Phensic (7), Phyllosan (2), Potter's catarrh pastilles, Punch and Judy tooth-paste, Pure Silvikrin.
Safada cream shampoo, Savlon lozenges, Scott's emulsion, Silvikrin hair cream (3), Supavite (3), Valderma (2), Veno's cough mixture (5), Vosene (2), Vykinin, Water Lilies shampoo, Williams Letric shave, Yeast-Vite (2), Zeph nasal spray (2), Zoflora, Zubes cough mixture (3) pastilles (2).

NORTHERN

Airwick (2), Alka-Seltzer (2), Amami wave set (3), Aspro (7), Beecham's pills (5) powders (7), Bristow's shampoo (3), Brylcreem (4), Cephos (4), Colgate dental cream, Cutex hand cream, Dentosine.
Eucryl tooth-powder (2), Euthymol tooth-paste (2), Fynnon salt, Galloway's cough syrup (3), Germolene (3), Gibbs' S.R. tooth-paste (10), Gillette razors and blades (2), Gon (2), Halo shampoo (2), Hiltone (4), Horlicks (3), Kleenex tissues (6).
Lanrigen 'B' oral vaccine, Loxene (2), Macleans indigestion remedies (2) tooth-paste (3), Mac throat sweets, Milk of Magnesia preparations (3), Moorland indigestion tablets, Opas tablets, Owbridge's tonic and pastilles, Pacquins (2), Palmolive soap, Penetrol inhalant, Persomina tablets, Phensic (7), Phyllosan, Potter's catarrh pastilles, Pure Silvikrin.
Safada cream shampoo, Savlon lozenges, Scott's emulsion, Silvikrin hair cream (2) shampoo, Supavite (3), Thermogene (3), Veno's cough mixture (5), Vosene (3), Vykinin, Water Lilies

shampoo (5), Dr. White's Kompo (4), Yeast-Vite (2), Zeph nasal spray (2), Zoflora, Zubes cough mixture (2) pastilles (2).

SCOTLAND

Airwick (2), Alka-Seltzer, Askit (10), Aspro (7), Beecham's pills (4) powders (4), Brylcreem (4), Colgate dental cream.
Eno's fruit salt (3), Euthymol tooth-paste (2), Fynnon salt, Frozoclon, Frozolavender, Galloway's cough syrup (4), Germolene (4), Gillette razors and blades (2), Gon, Horlicks (3), Kleenex tissues (6).
Loxene (4), Macleans indigestion remedies (3) tooth-paste (2), Mac throat sweets, Milk of Magnesia preparations (2), Moorland indigestion tablets, Opas tablets, Pacquins (2), Palmolive soap, Penetrol inhalant, Persomina tablets, Phensic (4).
Sanatogen (2), Savlon lozenges, Silvikrin shampoo, Supavite (3), Veno's cough mixture (5), Vosene (3), Vykinin, Water Lilies shampoo, Zeph nasal spray (2), Zubes cough pastilles (2).

WALES

Airwick (2), Alka-Seltzer (2), Amami wave set (3), Aspro (7), Brylcreem (3), Colgate dental cream.
Eno's fruit salt, Fynnon salt (2), Gillette razors and blades (2), Gon (2), Halo shampoo, Horlicks (3), Kleenex tissues (5).
Loxene (4), Macleans indigestion remedies (4) tooth-paste (2), Macprin (3), Mac throat sweets (2), Milk of Magnesia preparations (3), Moorland indigestion tablets, Opas tablets, Palmolive soap, Penetrol inhalant, Pure Silvikrin, Radian B.
Safada cream shampoo, Savlon lozenges, Silvikrin shampoo (2), Snowfire wave set, Supavite (3), Water Lilies shampoo (3), Yeast-Vite (2), Zubes cough pastilles (2).
Other products which are currently being advertised (but for which no station has been notified) include: Barnet combs, French's bird foods, Pifco vibratory massager, Victory V lozenges, 1001 cleaner.

PRESS ADVERTISING

FASSETT & JOHNSON, LTD., 86 Clerkenwell Road, London, E.C.1: Sprinkle. In *Daily Express*, *Daily Mirror*, *Daily Sketch*, *Daily Mail*, *Daily Herald*, *News Chronicle*, London suburban and provincial newspapers.
HANIMEX (U.K.), LTD., 345 City Road, London, E.C.1: Argus products. In national periodicals.
MEGGESON & CO., LTD., Llewellyn Street, London, S.E.16: Meggeson dyspepsia tablets. In *Daily Express*, *Daily Mirror*, *Daily Telegraph*, *Daily Herald*, *News Chronicle* and *Woman's Sunday Mirror*.
RIMMEL, LTD., 146 New Bond Street, London, W.1: "Beauty on a Budget Counter Tray."

C. & D. WEEKLY LIST OF PRICES

A=Advanced; R=Reduced; I.R.P.=Inclusive Retail Price; *=Tax 30 per cent.; †=Tax 90 per cent.

PARKE, DAVIS & CO., LTD. (from January 16)			
Mercardan ampoules			
1 mil	6	8 3	R
	12	15 6	R
2 mls	12	24 6	R
vial 10 mls		9 0	R
Merclozan Emplets (No. 65)			
250		4 9	R
		44 3	R

P.A.T.A. LIST

(Alterations notified this week by the Proprietary Articles Trade Association.)

SANDOZ PRODUCTS, LTD.			
Sandosten plus Calcium	Doz.		
Sandoz syrup 200 mls	84 0	10 6	
Sandosten plus Calcium			
Sandoz nasal spray	10 mls	40 0	5 0

SCOTT & BOWNE, LTD.

Pacquins Silk'N Satin lotion† 18 10 3 6
STA-BLOND LABORATORIES, LTD. (distributors: SCOTT & BOWNE, LTD.)
New creamy Magicurl† 12 6 2 4

NEW PRODUCTS AND PACKS

B.C.B., LTD.			
Asquin expectorant*	3 oz.	20 0	3 0



SALES AIDS FOR GARDEN PRODUCTS: Display material for Sybol and Seed-Saver puffer pack is included in a range of new sales aids available from Plant Protection, Ltd., Yalding, Kent, and featuring Raymond Bishop, "the T.V. gardener."

Extended campaign in *Daily Mirror*, *Daily Express*, *Daily Sketch*, *Woman's Illustrated*, *Woman's Realm*, *Woman's Own*, *Modern Woman*, *Woman, Everywoman*.
RONSON PRODUCTS, LTD., Leatherhead, Surrey: New Ronson with Super Trim. In national Press.

SCOTT & BOWNE, LTD., 50 Upper Brook Street, London, W.1: Williams Letric Shave. Monthly in *Daily Express* and *Daily Mirror*.

TORBET LACTIC OAT CO., LTD., 24 Great King Street, Edinburgh, 3: Calsalctes. In *Daily Sketch*, *Woman's Weekly*, *Woman's Illustrated*, *Everywoman*, *Modern Woman*, *She, Housewife*, *Everybody's*, *Reader's Digest*.

DISPLAY MATERIAL

LINCOLN HAIR PRODUCTS, LTD., 55 Strafford Road, London, W.3: Blue and yellow counter display box for Linc-o-lin beer shampoo twin-pack sachet.

TRUFOOD, LTD., 113 Newington Causeway, London, S.E.1: Double-crown poster in full colour depicting small girl in high chair learning to feed herself.

PUBLICATIONS

Booklets and Leaflets

BRUCE, STARKE & CO., LTD., 5 Fenchurch Street, London, E.C.3: Dragoco Report No. 12, 1957. Pp. 16.
PHILIPS ELECTRICAL, LTD., Century House, Shaftesbury Avenue, London, W.C.2: "A Refresher Course in English History." An amusing booklet dealing with the development of beard removal techniques. Pp. 14.

Price Lists

MOORE MEDICINAL PRODUCTS, LTD., 1 Queen's Terrace, Aberdeen: January 1958. Pp. 6.

dispensing pack	8 oz.	Each	
dispensing pack	80 oz.	6 0	
		42 0	
Wescotone*	8 oz.	33 4	4 6
	16 oz.	60 0	8 3
		Each	
dispensing pack	80 oz.	21 0	

CLINICAL PRODUCTS, LTD.

Spastipax tablets	30	60 0	
	250	440 0	

W. W. HAFFENDEN, LTD.

Submarine Penguin "floral" swimming cap (tax 10 per cent.) 7 9

HODGES & MOSS, LTD. Each
Medivet tablets 5 gm. 20 8 0 12 0

MACDONALD & SON, LTD. 1 0
Certor baby cotton wool

RACASAN, LTD. 3 3
Racasan air freshener container

SMITH & NEPHEW, LTD. 2 11
Tip-Tops nail colour wallet
"dispenser" 3 Doz. 69 0

WARD, CASSENNE, LTD. Each
Rhincort nasal spray 9 0 13 6

More people than ever prefer Neophryn



They have had Neophryn prescribed for them in the past. They know that it relieves nasal congestion pleasantly without irritation or secondary congestion. They know that it is *safe*, even for young children and they like the economical easy-to-use, pocket-size spray. The demand is heavy now—make sure your stocks are adequate.

Neophryn

Trade Mark

for safe nasal decongestion

1-m-hydroxy- α -methylaminomethyl benzyl alcohol HCl,
Available as Nasal Spray (also with antihistamine)
and as Nasal Drops.

Bayer Products Limited

Neville House, Kingston-on-Thames, Surrey.
Associated exporting company: Winthrop Products Limited

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By public request—

CHANDAU

introduces

"little brother"

the **NEW** small size
HAIR LACQUER



Retails at only

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Junior refills 1/9

A PRICE FOR
THE BUDGETED
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Actual size illustrated
Another CHANDAU
line which gives you
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Trade 13/4 per doz.
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EASY TO STOCK
RAPID TURNOVER**

Order To-day

OBTAINABLE from your WHOLESALER or DIRECT

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Stock up now
to meet the ever
increasing demand

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PADDI

and

PADDI-pads

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BABY PREPARATIONS

A wonderful improvement on the conventional 'nappy' that solves a big problem for the busy mother. Sell her PADDI and ensure repeat sales of PADDI-pads. They're better for babies, less trouble and labour-saving for mother. Supported by attractive advertising in women's journals, these profit-making lines can mean big business for YOU! Paddi retails at 6/6d. Paddi-pads in packets of ten 1/9d.

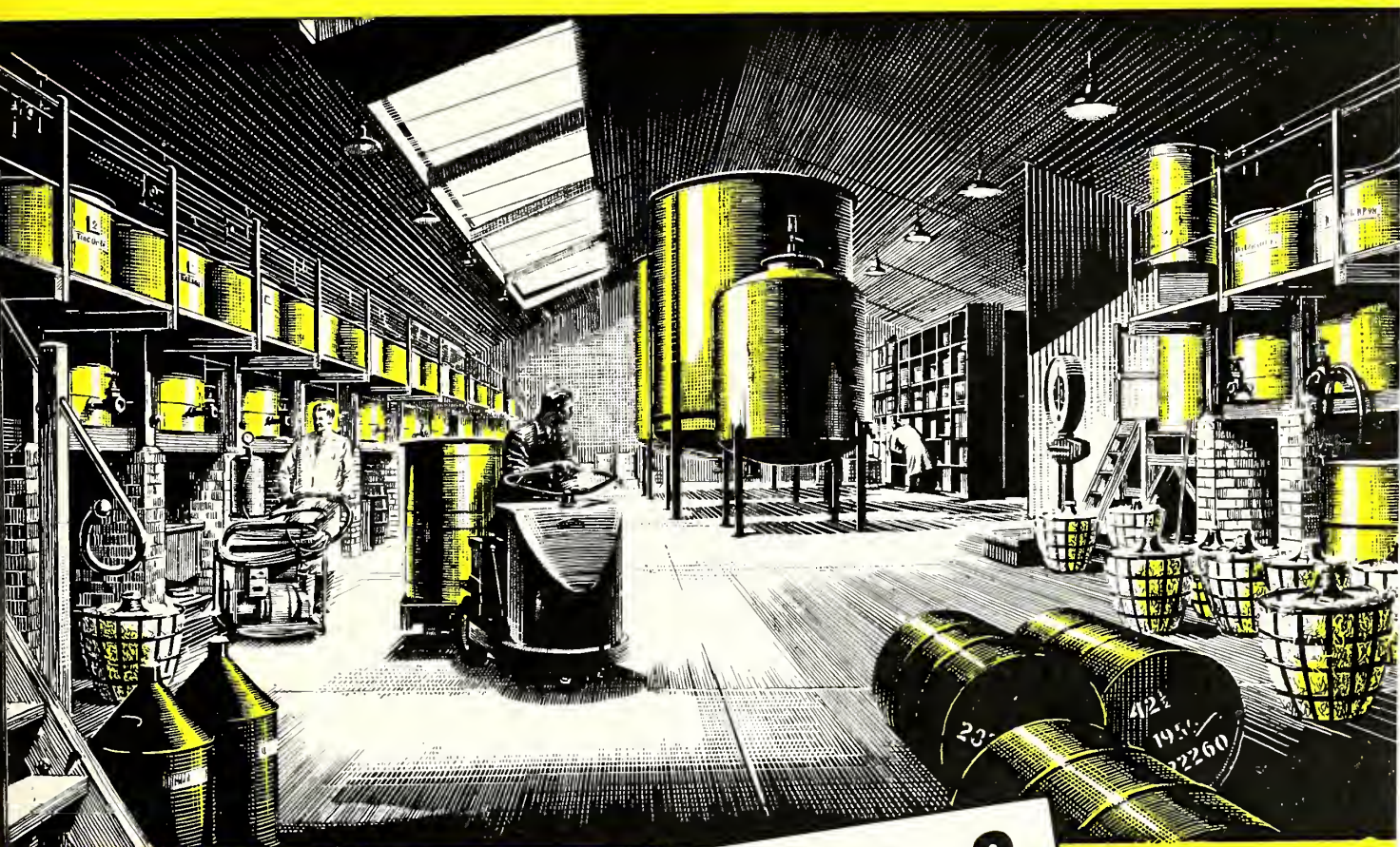
**ROBINSON & SONS
LTD.**

**CHESTERFIELD
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YOUR GALENICAL SUPPLIES THIS WINTER

This winter you will be using regular supplies of galenicals, for your own specialities or for wholesale distribution to the dispensing chemists. In either case you will find Stafford-Allen's Galenicals to be, as always, of the highest and most reliable standard, and available for prompt delivery. Up-to-date equipment and stringent analytical control ensures this traditional "Standard of Reliability."

**LIQUID EXTRACTS • TINCTURES • EMULSIONS
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Telegrams : STAFALENS NORDO LONDON

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An ideal Contraceptive

Antemin

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ANTEMIN is an ideal contraceptive cream and fulfils all the requirements for successful family planning. Based on sound scientific principles in the light of modern research, Antemin is

- ★ **HIGHLY EFFECTIVE**
- ★ **HARMLESS**
- ★ **EASY TO APPLY**
- ★ **INEXPENSIVE** and is
- ★ **ODOURLESS** and **COLOURLESS**

Antemin is approved by the Family Planning Association for use in conjunction with a mechanical barrier.

Retail price . . . 3/- per tube

Trade Discount . . . 33½%

COATES & COOPER LTD.

Pyramid Works • West Drayton • Middlesex



START YOUR OWN

Scentinel HYGIENE DEPT.

**IT'S NEW! IT'S FREE!
IT MAKES SALES!**



Here is a striking display of the "Scentinel" range of Hygiene Helps for the Home. Show them and you sell them. They all bring profitable repeat business. You see them advertised in national magazines and on TV—so do your customers.

"QUIFF"

The fragrant air-freshener spray, Aerosol 5/6. Squeeze bottle 3/6. Refills 1/6.

"WHAM"

The fragrant fly-spray in squeeze bottle 3/6. Refills 1/6. Aerosol 5/6.

"SWISH"

Toilet bowl cleanser and disinfectant. Held in pan by suction hook. 1/6 complete. Refills 9d.

"MIKE"

Popular air-freshener in plastic holder, with suction grip. Complete 2/9. Refills 1/3 and 9d.

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We can send the Free display direct to you, or our representative will set it up in your store.
NEW HYGIENE LTD.
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NAME:

"Ladysmith" Busynwear NYLON

- ★ Will enhance your business by their smart and business-like appearance.
- ★ **No Laundry Bills.**
- ★ Easily washed and quickly dried.

**IN SWISS WHITE
AND 15 SHADES**

also in

TERYLENE

(ACID RESISTING)

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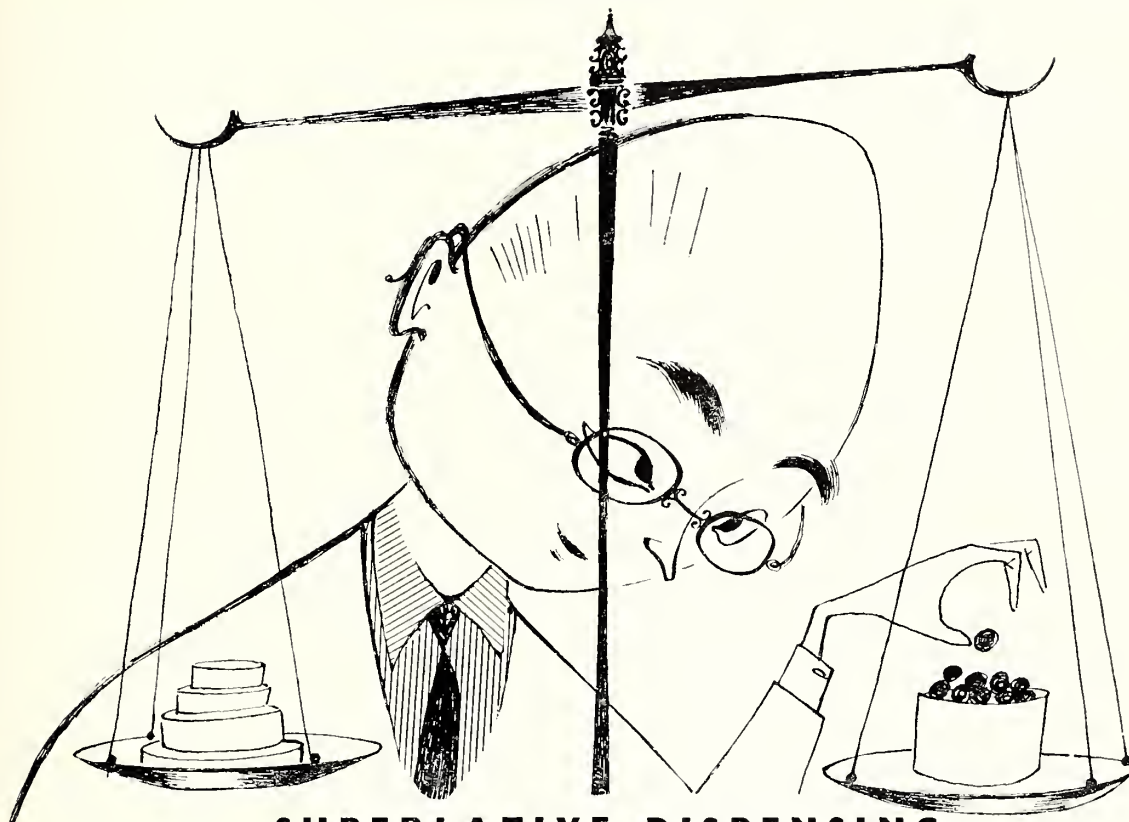
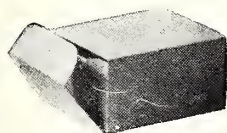


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(greaseproof)

"LITTLE JOHN" DRUMS

SEALITE
(wax impregnated)

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It is in the nature of the chemist to hold a meticulous regard

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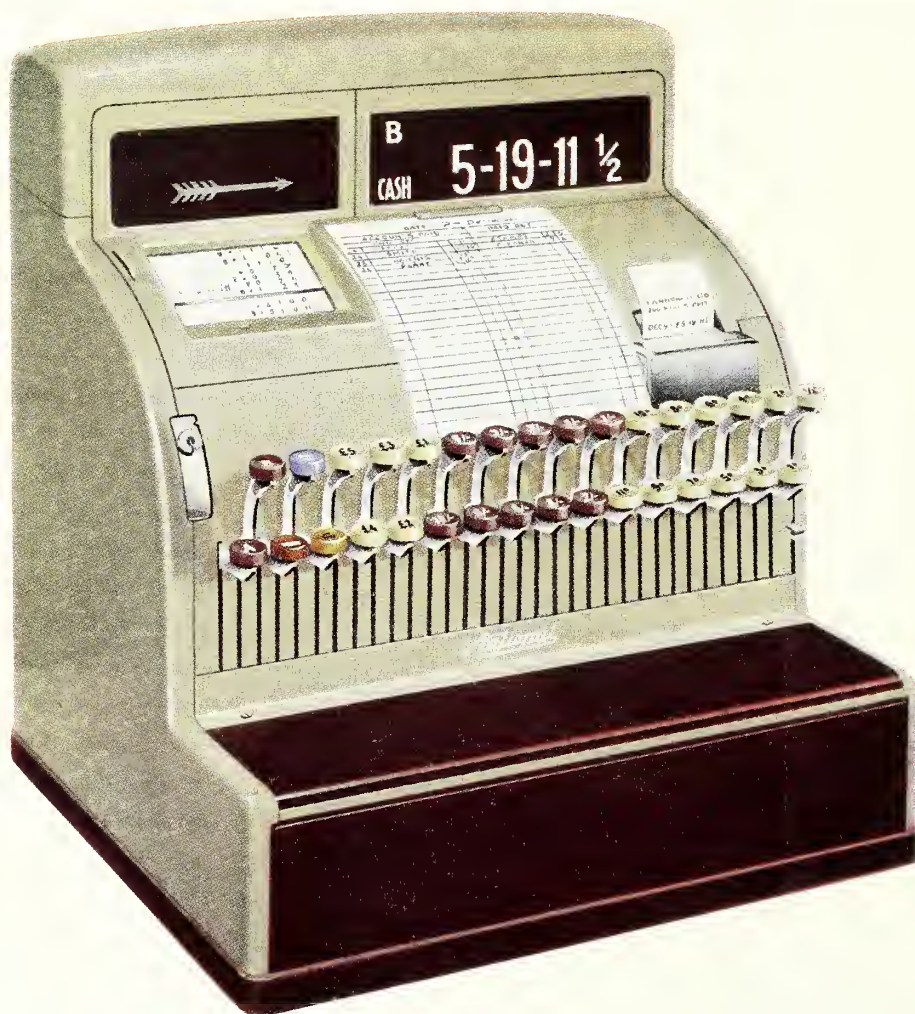
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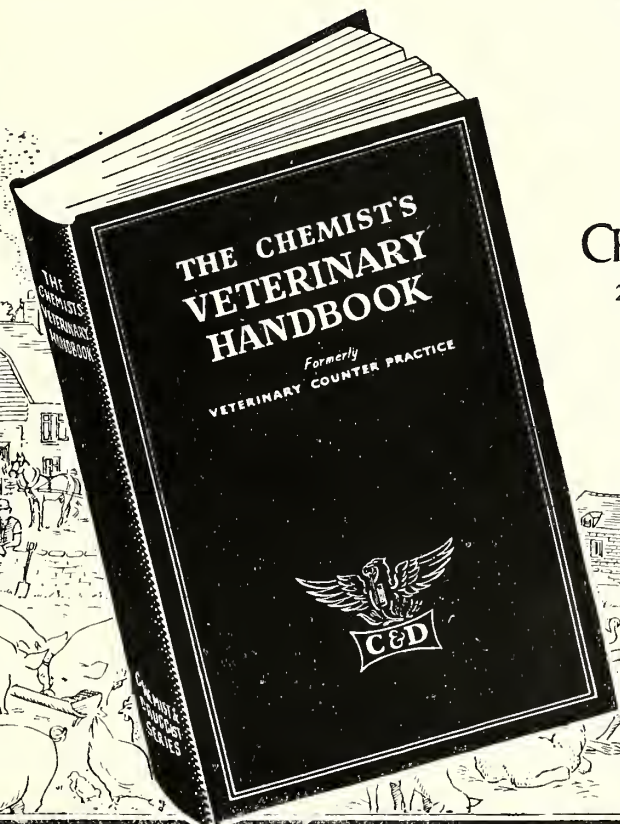
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*and of every kind of Quality Tablets
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**The Infants' Medicine
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For teething and digestive troubles

**ROBERT BARKER & SON
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no dandruff**on this comb****SELSUN**

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COMPLETE CONTROL of common dandruff in 92 to 95% of cases . . . control of seborrhoeic dermatitis of the scalp in 81 to 87% of cases . . . this represents the clinically proved effectiveness of SELSUN. It restores the scalp to a normal, healthy state, keeps it free of scales and excessive sebum for a period of one to four weeks after each application. Itching and burning usually stop after two or three applications. SELSUN is applied while washing the hair. It reaches all areas of the scalp, is simple and pleasant to use. Rinses out easily, leaving the scalp clean and odourless. Does not discolour the hair; leaves no greasy stains.

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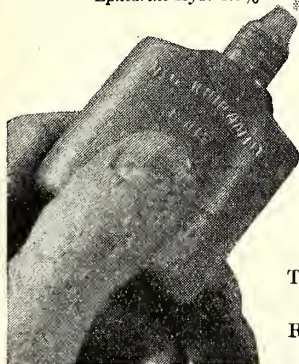
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ABBOTT LABORATORIES LIMITED · LONDON

A new plastic nebuliser effective against antibiotic resistant bacteria
(contains no sulphonamide)

Formula: Benzalkonium Chloride 0.04%
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**NEO-RHINAMID****INDICATIONS**

Acute Rhinitis
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Catarrhal infections with deflected septum
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PACKING

Plastic nebuliser containing 15 c.c. solution

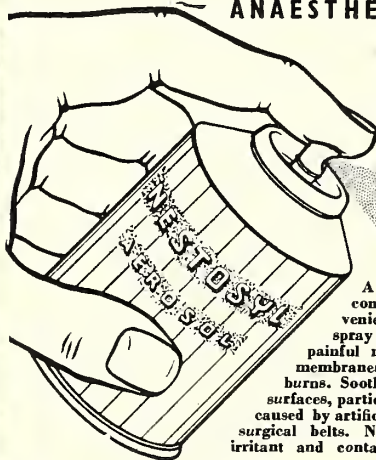
Trade price inc. P.T.

26/- dozen

Retail price inc. P.T.

3/3 each**THE NEW AEROSOL OF NESTOSYL****ANAESTHETIC OIL**

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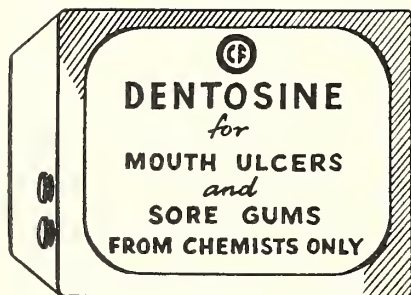


A convenient spray for painful mucous membranes, ulcers, burns. Soothes chafed surfaces, particularly those caused by artificial limbs and surgical belts. Non-toxic, non-irritant and contains no cocaine.

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AS INITIAL 1958 BOOKINGS IN THE ABOVE AREAS

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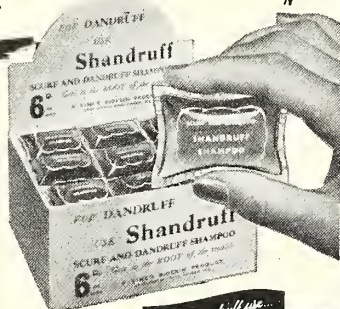
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Trade 18/- doz. Plus 5/5 P. Tax. Retail 2/9

A PRODUCT OF *Cuxson, Gerrard & Co. Ltd.* OLDBURY, BIRMINGHAM

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are tinkling every week

Is yours? Have you ordered Shandruff yet? It's time you stocked this new money spinner, because as a 6d. sachet it is now doing big figures. Reasons
(1) It's very, very good
(2) It's most attractive
(3) It's an automatic "repeater." So



These neat little counter cards will aid your sales.

Price 42/- per gross sachets, plus P.T. AVAILABLE ON SALE OR RETURN

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the new Cuticura Medicated Liquid provides a two-fold service. Just one bottle makes a brilliant and attractive display that answers the customer's enquiry "What do you recommend . . . ?" And every bottle earns the customer's thanks for a preparation that effectively soothes and relieves minor skin and scalp irritations.

Mildly medicated for the Care of the Skin, as are all the Cuticura Preparations—Soap, Ointment, Talcum Powder and Shaving Stick—now comes the new

Cuticura Medicated Liquid

Trade Price 23/6 dozen, selling at 3/2 bottle
Purchase Tax 30%



Yes! There before your customer's very eyes will be our biggest ever nation-wide T.V. campaign. Featuring easy-to-follow demonstrations, it provides a really powerful medium for showing 1001 in action! Customers will respond immediately. Be ready for them! Write now for full details of 1001 — the family's favourite all-round cleaner.

1001 CLEANER





The

BEATSON

Ribbed Oval..

Attractive presentation and sound functional design are both provided by the Beatson Ribbed Oval.

A wide range is available, both Cork Mouth and Screw Neck, with either White Enamelled, Black, Red or White Plastic Caps.

Be sure to specify BEATSON

"The Sign of a



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BEATSON, CLARK & CO., LTD.
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**ORIGINAL
GLUCOSE
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WHICH INCREASE
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Delightfully perfumed and with exceptional lathering and cleansing power.



THERE IS A NEW SMALL SIZE IN AN UNBREAKABLE PLASTIC TUB.

SELLING AT THE ATTRACTIVE PRICE OF 1/3 AND SUFFICIENT FOR THREE SHAMPOOS

ALSO AVAILABLE WITH EGG AND LEMON.

(Packed in boxes of 2 dozen tubs)

THERE IS ALSO THE FAMILIAR 2 OZ. JAR SELLING AT . . . 2/7½

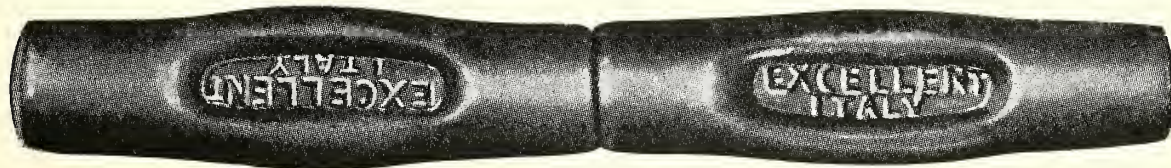
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7, LEATHER MARKET, LONDON, S.E.1.

*Announcing...***HUFFER & SMITH LTD**

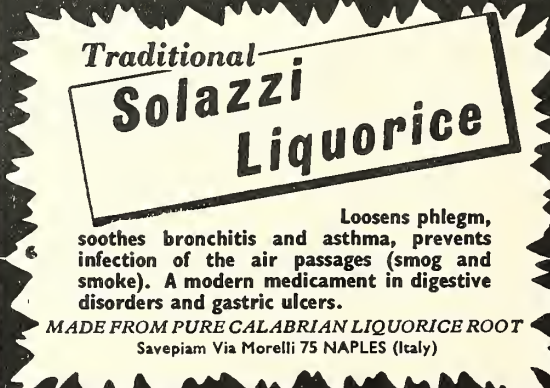
FINE CHEMICAL DIVISION OF C. F. GERHARDT LTD.

*Now in full production...*ALUMINIUM GLYCINATE · CHLORAL HYDRATE
AMINOPHYLLINE · POTASSIUM IODIDE
PIPERAZINE SALTS · CITRATES**SOLE U.K. AGENTS FOR SIEGFRIED LTD**
AMIDOPYRIN · BARBITURATES · BENZOCAIN · NIKETHAMIDEHUFFER & SMITH LTD., NEW ERA WORKS, PURLEY WAY, CROYDON, SURREY
Telephone: THOrnton Heath 4266 Cables: SANTONINIC, CROYDON


**WINTER IS HERE
SELL SUN!
'NERON'**

ULTRA-VIOLET
plus
INFRA-RED
HEALTH LAMP
£4 18 6
(MADE BY OSRAM
G.m.b.H.)
"V" (DEVELOPMENT
& TRADING) LTD.
22 CLIFTON RD.
LONDON W.9

VARIOUS LAMP STANDS,
PRESCRIPTION
MODELS



**Traditional
Solazzi
Liquorice**

Loosens phlegm,
soothes bronchitis and asthma, prevents
infection of the air passages (smog and
smoke). A modern medicament in digestive
disorders and gastric ulcers.

MADE FROM PURE CALABRIAN LIQUORICE ROOT
Savepian Via Morelli 75 NAPLES (Italy)

AUSTRALIAN EUCALYPTUS OILSRECTIFIED B.P. 70/75% and 80/85%
EUCALYPTOL B.P.**W. K. Burnside Pty., Ltd., Melbourne, Australia**
PRODUCED NATURALLY WITHOUT FRACTIONATION
CONSEQUENTLY**KEEP FRESH LONGER**Agents for U.K.: **WILSON & MANSFIELD, LTD., 15 Philpot Lane, LONDON, E.C.3**
Phone: MANSION HOUSE 9264-5-6 (WHOLESALE ONLY) Grams: WYFIELD, LONDON

X

IT IS AS WELL TO REFLECT

that the COX Organisation is one of the very few firms in the Pharmaceutical Industry which has been able to blend traditional craftsmanship with scientific progress for the benefit of everybody.

The outcome of this achievement is not expressed only in terms of a better tablet or a nicer tasting pastille. It means far more—it means that the products of this House always represent the best thought and development of their day.

By purchasing Cox products regularly you become, so to speak, an associate of true quality.

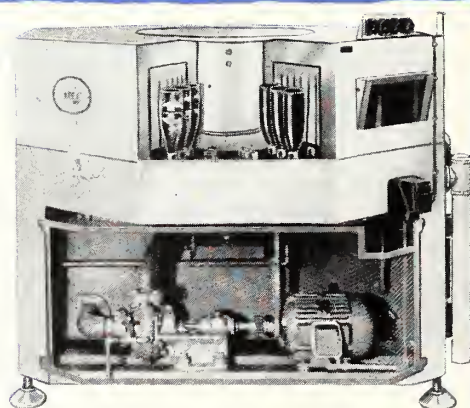
ARTHUR H. COX & CO. LTD.

BRIGHTON • ENGLAND

THE FOREMOST TABLET HOUSE



... cleaning 2,000 bottles an hour, in less than 30 sq. ft. of floor space.
The APEX can cope with bottles in any condition and shape or size.
Overall dimension 5'6" long x 5'6" wide x 4'9" high.



* After Sales Service and Spares readily available.

ROTARY HYDRO BOTTLE WASHING MACHINE

R. POWLEY & SONS LIMITED, ST. MARK'S ROAD, SUNDERLAND, ENGLAND

Telephone: 4846 7

Telegrams and Cables: "Powley" Sunderland

Monochloroacetic Acid Sodium Monochloroacetate

FARBWERKE HOECHST AG.

formerly Meister Lucius & Brüning

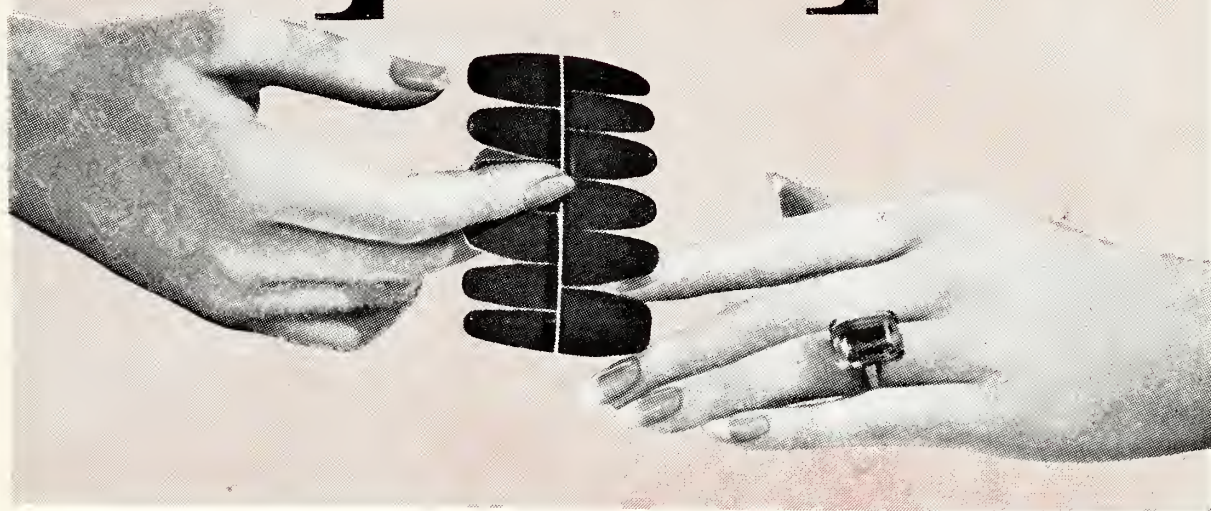
Frankfurt (M) - Hoechst



C 388 c. E/Ew 41

Distributors for chemicals in the U.K.:

HOECHST CHEMICALS LTD., 50, Jermyn Street, London S.W. 1, Tel. Reg. 7534
75, Piccadilly, Manchester 1, Tel. Central 2234/5

SPECIAL TRADE ANNOUNCEMENT**NEW!***press-on*
nail colour**tip-tops*****can't chip or smear,
lasts far, far longer!***

Tip Tops is a plastic, instantly-adhesive film, already shaped to fit the nail. Just peel off the backing, press down, and file off the excess. Perfected by Smith and Nephew's own research company—expert in adhesive film development—Tip Tops stay on as long as required.

It's a real success story! Already, press-on nail colour is the rage of America. Beauty editors here in England have already hailed it as an outstanding development in the world of beauty care.

be ready for the rush on
tip-tops

SMITH & NEPHEW LIMITED · WELWYN GARDEN CITY · HERTS.**POWERFUL ADVERTISING AND
MERCHANDISING SUPPORT**

Compelling Television and Press advertising will announce this new conception of nail care in the early Spring. Millions of women will be trying it—be sure you're prepared.

Display this new-type dispenser prominently. It contains 3 dozen wallets—1 dozen of each of 3 fashion colours.

Trade price of 3 dozen wallet dispenser, 69/- plus 11d. P.T.

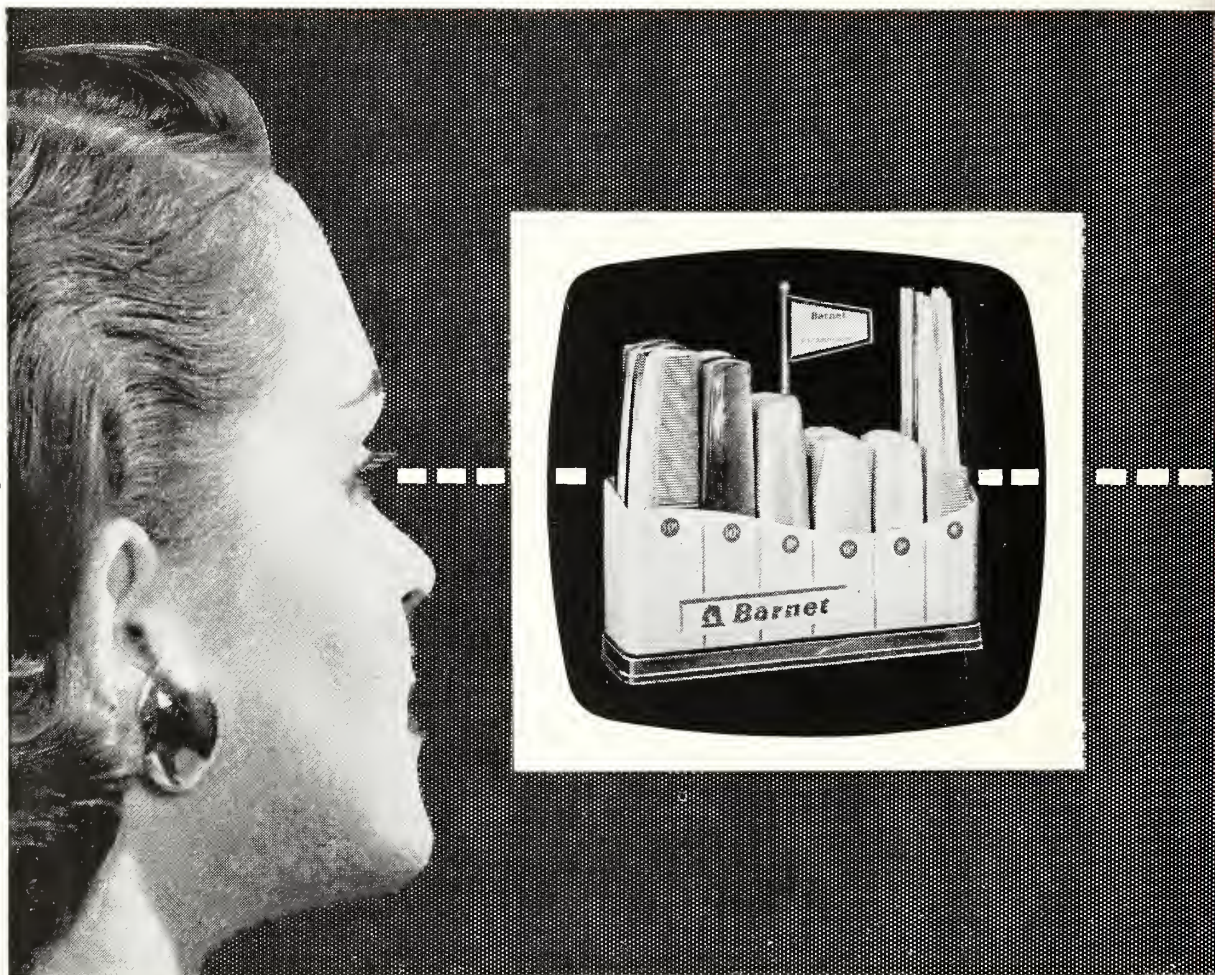
Retail value of 3 dozen wallet dispenser, 105/-

Profit on 3 dozen wallets, 35/1

Retail Price per wallet containing 5 complete manicures, 2/11



Barnet combs on TV . .



Nothing has ever sold like TV! So Barnet — to help *you* get extra sales — are going on TV extensively from February 2nd.* That means your customers will see Barnet Combs in their homes—and on your counter, Barnet moulded dispensers will complete the sales.

* In London, Midlands and Northern areas.



ORDER NOW to make sure you

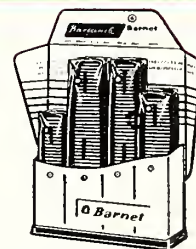
Manufactured by (Wholesale only) E. R. HOLLOWAY LTD., BESSEMER ROAD, WELWYN GARDEN CITY, HERTS.

. . Barnet on the counter



In the attractive new "Gold" range of dispensers, Barnet combs sell themselves. And remember not only do you make at least 50% mark-up but also up to 72% profit on Barnet Refills. Extra profit you keep on making because Barnet Cabinets are moulded and permanent.

*There's a wonderful range of 10 cabinets to choose from.
Ask your wholesaler for full details.*



NEW Exclusive "Barcanite" Cabinet No. 9

Entirely new, Barnet "Barcanite" combs have been developed in collaboration with professional hairdressers. They are made from a new specially toughened material for long service. Finished by hand, they combine the flexibility with rigidity essential to perfect hair control.

play Barnet combs when TV starts

**Rexall announces a New Medical Discovery
that actually goes through the skin
to relieve Muscular Aches and Pains**

THRU

"THRU" is a revolutionary medical discovery now presented after intensive research.

"THRU" works on an entirely new principle—that of *deep penetration*, the subcutaneous absorption of the effective ingredients Salicylamide and Benzocaine bringing relief to the root of the pain.

Intensive publicity for THRU

"THRU" will be advertised in a nation-wide Television and Press campaign, commencing February 1st.

Television—an immensely powerful selling aid—will be used in all available areas. In the London, Midland, Northern and Scottish ITA regions, hard-selling, informative commercials for "THRU" will be transmitted at peak viewing times.

In areas not covered by television, newspapers will carry the news of "THRU" into hundreds of thousands of homes.

Special bonus trade terms

A big profit on every bottle you sell. Retail price—5/9 per bottle.

Cost price—41/- per dozen (plus 30% tax).

BONUS! 13 bottles in display outer for every dozen ordered—until March 1st.

DISCOUNTS! 10% on assorted orders value over £10.
5% on orders over £5. 2½% on orders over £3.

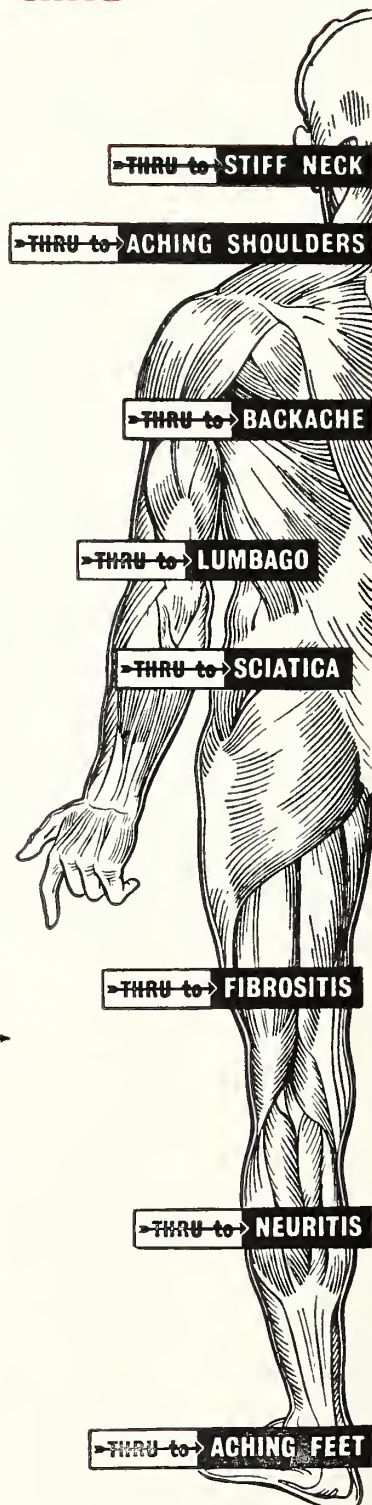
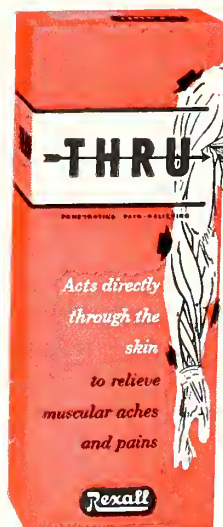
Be sure you benefit from THRU

If you already sell "THRU", remember to have enough on hand to meet the increased demand.

If you are not yet a "THRU" stockist, send your order to Rexall now, or ask for a representative to call.

THRU

**Rexall's new rheumatism
treatment, is a profitable
fast-selling line!**





"All right, Mr. Baxter, shall we continue? . . .

. . . now that you seem to be getting the idea, just let me reiterate that I.Z.S., as you so neatly put it, 'has something the other insulins haven't got.' In other words, in about 90 per cent. of patients the blood-sugar level can be controlled for up to 24 hours with a single injection of I.Z.S.

When you compare the various insulins available, you'll find that no other form is so universal in its application as I.Z.S. This is, among other things, because I.Z.S. does not contain any protein or peptide material other than the insulin itself, and is therefore practically free of any allergic reactions. Perhaps Mr. Baxter will now give others a chance to raise their questions."

I.Z.S. A.B. Vials of 10 c.c.
40 or 80 units per c.c.

I.Z.S. (Amorphous) A.B.
Vials of 10 c.c. 40 units per c.c.

I.Z.S. (Crystalline) A.B.
Vials of 10 c.c. 40 units per c.c.

Insulin
Zinc
Ssuspension A.B.



Joint Licensees and Manufacturers:

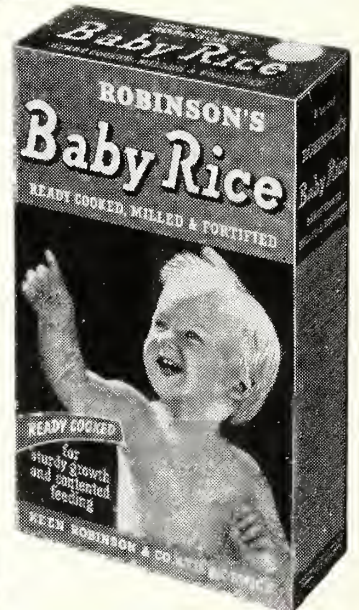
ALLEN & HANBURY LTD
LONDON E2

• THE BRITISH DRUG HOUSES LTD
LONDON N1



***For extra
business...
extra
profits...***

*display these
brands on your
counters, in your
windows. Be sure
customers see
that you are their
nearest stockist.*



**These famous
products are
being advertised
in the**
**DAILY
MIRROR**
**week beginning
January 27th**

* 14,460,000 readers of the Daily Mirror will see these advertisements. That's over one in three of all shoppers in your area. Tell your other suppliers that the support you want is brand advertising in the Daily Mirror.

* I.P.A. Readership Survey, March-April, 1957

DAILY MIRROR biggest daily sale in the Universe—moves goods nationally, regionally, **LOCALLY**.

Submarine

REGD.

SWIMMING CAPS



HEAVILY ADVERTISED

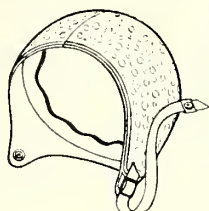
IN THE NATIONAL PRESS

Continuous advertising through May, June, & July in Woman, Woman's Own, Woman's Journal, Woman & Beauty, Everywoman, Woman's Illustrated, She, Modern Woman, Vanity Fair, Vogue, Harper's Bazaar, etc.

TRIDENT

REALLY COMFORTABLE, Featherweight and stretchy. The internal suction cups fit every contour of the head, keeping the hair absolutely dry.

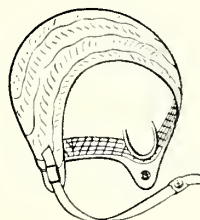
'The secret is in the suction cups'.



SEAL

The cap with the watertight inner flange, which forms an air pocket to keep hair bone dry.

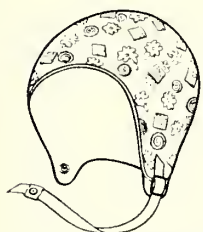
4/9



PENGUIN

Fitted with soft rubber flanges and ear recesses. Proved, over the years, one of the most popular and efficient swimming caps.

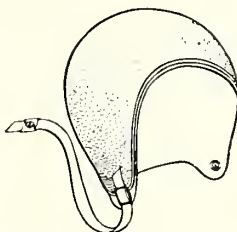
3/6



STANDARD

Attractive designs, light weight stretchy rubber.

2/11



CLIPPER

Plain stipple, ideal for schools and swimming clubs.

Clipper 1. With strap. Four Sizes. 2/11

Clipper 2. Strapless Model. Four Sizes. 2/6

Clipper 3. Man's Polo Cap. 2/11

Submarine swimming caps offer the most comprehensive range in the world.

They are made from the best quality rubber, and are thin, stretchy and long-lasting. The finish is immaculate, the designs attractive, and the fit unexcelled. Prompt deliveries throughout the season.

In addition to attractive display material, the SEAL and TRIDENT caps are individually sleeved, and packed in attractive one-dozen display outers, and the PENGUIN caps are each in a polythene bag.

EACH CAP IS UNCONDITIONALLY GUARANTEED.

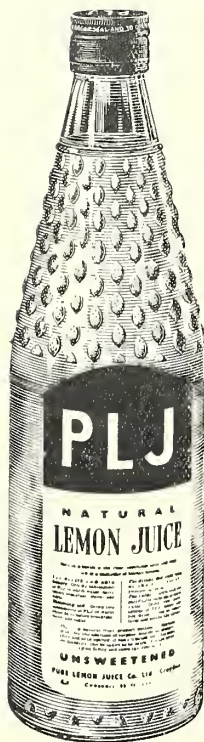
SUBMARINE SWIMMING CAPS CREATE LASTING GOODWILL.

W. W. HAFFENDEN LTD · RICHBOROUGH RUBBER WORKS · SANDWICH · KENT

PLJ

These are the Facts

A new nation-wide T.V. campaign for PLJ pure lemon juice breaks on all screens between the 17th and 22nd of February 1958. Not another jangling jingle but a brilliantly original half-minute film bringing a touch of new beauty to Commercial Television. The film will be repeated many times during February, March, May and July. See it if you can. You will enjoy it. And you will enjoy its results.



These are how the Facts affect You

An unprecedented demand is certain for this already swift selling line.

The extra profit you make depends on the extra orders you place now.

This is not a flash-in-the-pan campaign that will leave stock on your shelves. It continues throughout the summer. Besides, when a woman buys PLJ once, she buys it *regularly*. Make the new customers soon coming your way customers for life. stock up quickly and stock up well.

PLJ LIMITED, CROYDON

on TV

in a really big way!

PIPERAZINE

A "TREE OF LIFE" PRODUCT

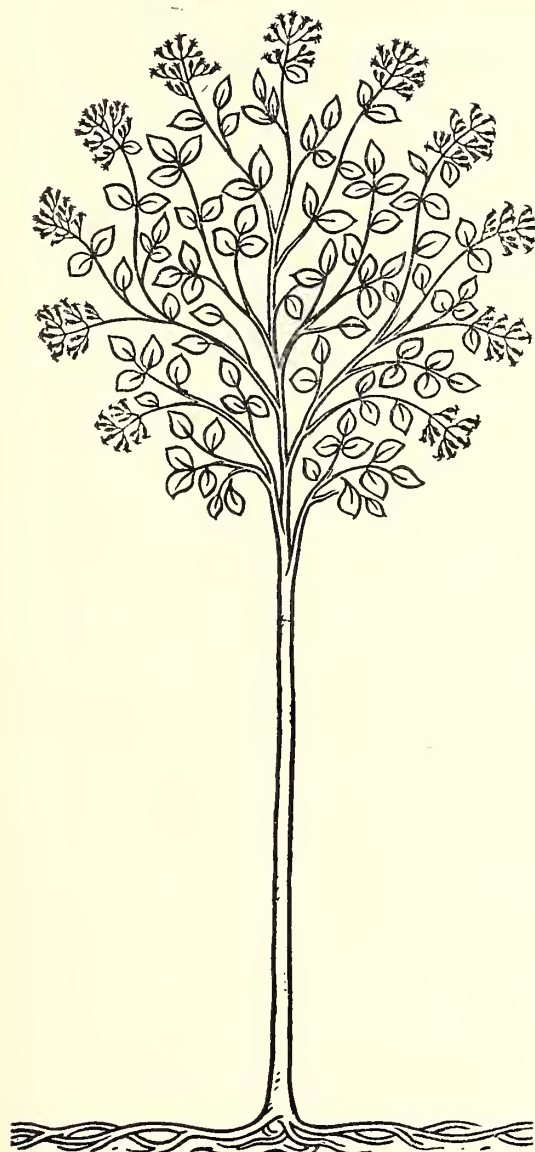
CARNEGIES PIPERAZINE

*The modern treatment for
worm infestation in medical
and veterinary practice.*

Piperazine Hexahydrate
Piperazine Citrate
Piperazine Hydrochloride
Piperazine Phosphate
Piperazine Tartrate, etc.

*We supply many of our Piperazine
Compounds in TABLETS to conform
with customers individual requirements.*

MANUFACTURED AT OUR
WELWYN GARDEN CITY FACTORY



REGD. TRADE MARK

CARNEGIES OF WELWYN LIMITED

Manufacturers of Fine Chemicals **WELWYN GARDEN CITY · ENGLAND**

Telephone: WELWYN GARDEN 5001 (10 lines) · Cables: CARNEGIES, WELWYNGARDEN CITY · Telex: LONDON 28676

The CHEMIST AND DRUGGIST

CLASSIFIED ADVERTISEMENTS (Prepaid)

Specially spaced Advertisements, including:—Public and Legal Notices, Sale by Auction, Appointments, Contract Work, Patents, Partnerships, 18/- per ½ inch minimum and pro rata. Box 2/-. Clearances and Wants, Businesses for Disposal and Wanted, Premises, Agents Wanted, Agencies Wanted, Miscellaneous, 17/6 for 36 words minimum; then 4d. per word. Box 2/-. Situations Vacant, 12/- for 36 words minimum, then 4d. per word. Box 2/-. Situations Wanted, 3/- for 18 words minimum; then 2d. per word. Box 1/-. Replies to Box numbers should be addressed to:—The Chemist and Druggist, 28 Essex Street, Strand, London, W.C.2. Phone: CENTral 6565.

ORRIDGE & COMPANY

184 STRAND, W.C.2
Tel: TEMple Bar 9212/3 & 6340

CHEMIST BUSINESS TRANSFER AGENTS AND VALUERS WHOLESALE AND RETAIL

BRANCHES: BIRMINGHAM · SOUTHAMPTON · LIVERPOOL · SHEFFIELD · CARDIFF

Irish Representative: Mr. J. A. Bassett, Ph.C., 57 Great Victoria Street, Belfast, Northern Ireland Tel: Belfast 27078

PREMISES FOR SALE

BATTERSEA, 11,500 sq. ft. factory and warehouse on three floors. Drive-in entrance, lift, natural light, clear space. Lease 12 years. Low rent. Lease for sale £7,500. Chamberlain & Willows, 23 Moorgate, E.C.2 (MET. 8001).

C 7524

BIRMINGHAM. Municipal lock-up shop No. 88 Ingoldsbys Road, Bunbury Road Estate, Northfield, suitable as a pharmacy, available on 7 years' lease at a rental of £170 per annum for the first two years and thereafter £260 per annum exclusive. Living accommodation may be provided nearby. Apply: City Estates Officer, City of Birmingham Estates Department, 141A Great Charles Street, Birmingham, 3.

C 7544

PREMISES TO LET

CHEMIST REQUIRED, South Herts. Rapidly developing district now 30,000 with only two chemists, provides opportunity in new shopping parade. Unit 18 ft. by 45 ft. with flat over. Boreham Wood. Only £650 per annum. Apply Marcus Leaver & Co., 36 Bruton Street, London, W.1. MAYfair 4266.

C 1231

WILSON STREET, E.C.2. New Commercial and Industrial Building. Area about 20,000 sq. ft. on ground, basement and four upper floors. Two main entrances. Loading dock. Passenger/goods lift. Central heating. Floor loading 200 lbs. per sq. ft. Rent £9,000 p.a. excl. Lease 21 years. Immediate possession. Sole Agents: Chamberlain & Willows, 23 Moorgate, E.C.2 (MET. 8001).

C 7487

BUSINESSES FOR DISPOSAL

BIRMINGHAM. Drug Store, busy main road, populous district. Well-fitted shop. Living accommodation. Takings £90 week. Death cause of sale. £1,750 including property, goodwill and fixtures. Stock at valuation. Walter Ralphs & Jones, F.R.I.C.S., F.A.I., 57 Colmore Row, Birmingham, 3, Central 6366-7.

C 1199

GENUINE old-established chemists' sundriesmen, also manufacturing chemists; owing to death. City area. Great scope to increase trade. Box C 1217.

SOUTH-WEST LANCASHIRE COAST. Well-established pharmacist's business for sale, with property if desired, or long lease can be negotiated. Executors' sale. Apply Box C 1219.

BUSINESSES WANTED

PROMINENT COMPANY wishes to purchase either outright or controlling interest in established manufacturing chemists or proprietary medicine business, size immaterial. Please address all communications, which will be treated in strictest confidence, to Managing Director. Box C 364.

APPOINTMENTS

**LAMBETH HOSPITAL,
BROOK DRIVE,
LONDON, S.E.11**

Locum Pharmacist

required immediately at the above hospital. Salary by agreement. Telephone Chief Pharmacist. Reliance 3804.

C 363

**CAMBERWELL H.M.C.,
DULWICH HOSPITAL,
EAST DULWICH GROVE, S.E.22**

Pharmacist (part-time)

required for five afternoon sessions weekly. Payment at the rate of 33s. a session. Applications with names of two referees to Group Secretary.

C 7529

**GENERAL HOSPITAL,
RAMSGATE**

Chief Pharmacist (Category II)

Whitley Council salary scale—£725 to £990 per annum. Applications, stating age, qualifications and experience, with names of two referees, to the Hospital Secretary.

C 368

**HOSPITALS FOR DISEASES
OF THE CHEST**

Locum Chief Pharmacist (Category III)

required at The London Chest Hospital from June 16 to June 28, inclusive. Salary by arrangement.

Applications to the Acting House Governor, London Chest Hospital, E.2.

C 7508

**LAMBETH HOSPITAL,
BROOK DRIVE,
LONDON, S.E.11**
(Acute General Hospital—510 beds)

Senior Pharmacist

Applications are invited for the post of Senior Pharmacist in an expanding department. Salary (plus London Weighting) in accordance with Whitley Council scale.

Applications, stating age, experience, qualifications and names of two referees to Secretary.

C 361

**HIGHBURY HOSPITAL,
BULWELL, NOTTINGHAM**

Pharmacist

Applications are invited for pharmacist, full-time. The post offers opportunity to obtain experience in general pharmaceutical work. Salary and conditions of service in accordance with the Pharmaceutical Whitley Council regulations.

Applications, stating age, qualifications and names of two referees, to be sent to the Hospital Secretary as soon as possible.

C 7483

**LAMBETH HOSPITAL,
BROOK DRIVE,
LONDON, S.E.11**
(Acute General, 510 Beds)

Pharmacist

required. Salary in accordance with Whitley Council scale, plus London Weighting. Applications stating age, experience, qualifications and names of two referees to the Secretary.

C 359

**HOSPITALS FOR DISEASES
OF THE CHEST**

Pharmacist or Senior Pharmacist

Applications are invited for the above post at the LONDON CHEST HOSPITAL. Salary in accordance with the Whitley Council scales.

Applications, stating age, qualifications and experience, accompanied by two testimonials, to the Acting House Governor, London Chest Hospital, E.2.

C 7496

**KING EDWARD VII HOSPITAL,
WINDSOR**

Assistant-in-Dispensing

required. Whitley salary. Apply giving particulars and names of referees to Secretary.

C 7523

**LAMBETH HOSPITAL,
BROOK DRIVE,
LONDON, S.E.11**

Assistant-in-Dispensing

required. Whitley Council rates of pay and conditions. Applications in writing giving names of two referees to the Secretary.

C 360

**METROPOLITAN HOSPITAL,
KINGSLAND ROAD, E.8**

Locum Pharmacist

required as from February 10, 1958. Salary up to 16 gns. per week. Apply to Hospital Secretary. Phone: CLIsold 6862.

C 7520

**NOTTINGHAM EYE HOSPITAL,
THE ROPEWALK, NOTTINGHAM**

Assistant-in Dispensing

required for busy out-patient department, part-time, hours by arrangement. Whitley Council conditions. Applications stating age, experience, qualifications and names of two referees to the Group Secretary, Nottingham No. 1 Hospital Management Committee, General Hospital, Nottingham.

C 358

**PONTYPRIDD AND RHONDDA
HOSPITAL
MANAGEMENT COMMITTEE**

Senior Pharmacist

required for the Group to be based at the LLWYNPIA HOSPITAL, LLWYNPIA, RHONDDA.

Whitley Council conditions of service with salary scale of £650 per annum x £30 (6)—£830 per annum. Canvassing will disqualify. Application forms are obtainable from the Group Secretary, Courthouse Street, Pontypridd.

C 7499

**ROYAL BERKSHIRE HOSPITAL,
READING
(Category V)**

Senior Pharmacist and Pharmacist

required in Group Pharmaceutical Department, facilities for obtaining wide experience in pleasant surroundings. Staff of eleven. No Sunday duties, frequent 5-day weeks. Apply giving the names of two referees to Group Pharmacist.

C 369

**SOUTH WEST DURHAM
HOSPITAL
MANAGEMENT COMMITTEE**

Chief Pharmacist (Category II)

required at Holywood Hall Hospital, Wolsingham. Salary £725-£990 per annum plus £25 if holding higher qualification. N.H.S. conditions and superannuation. Application forms from the undersigned to be returned immediately.

K. G. T. LUXFORD,
Group Secretary/Finance Officer,
C 7541

**NEW TOWN CENTRE
STEVENAGE, HERTS**

First stage comprising

130 SHOP UNITS UNDER CONSTRUCTION

Ready for occupation June next

OVER 100 UNITS ALREADY LET

Remaining Shops

Frontage 18/20 ft. Depth 45/50 ft.

With or without living accommodation

Trades particularly required

**CHEMIST, MOTOR CYCLES, JEWELLER, RESTAURANT
OR ESPRESSO BAR, FABRICS, FISHMONGER, HOUSEHOLD
FURNISHINGS**

Apply Corporation's Agents:

HILLIER, PARKER, MAY & ROWDEN

77 GROSVENOR STREET, LONDON, W.1.

Mayfair 7666
C 7518**BERDOE & FISH****Chemists' Transfer Agents and Valuers****41 ARGYLE SQUARE, KING'S CROSS, W.C.1**
(opposite St. Pancras and King's Cross Stations)**Wanted immediately good class
businesses in London, Home Counties
and South Coast. Private clients
waiting with cash up to £10,000.****• All Valuations and Stocktakings, carried out under
personal supervision of principals.****Established 1870****Phone: TERminus 3574****Appointments—Continued****ROYAL EAST SUSSEX HOSPITAL,
HASTINGS****Locum Chief Pharmacist**required. From February 17 to March 1, 1958.
Whitley Council scales applicable. Apply in
writing to the Administrator. C 7521**ST. ALBANS CITY HOSPITAL,
NORMANDY ROAD,
ST. ALBANS, HERTS****Locum Pharmacist**required immediately at the above hospital,
half-an-hour from central London. Salary by
agreement. Applications giving full particulars
to Chief Pharmacist. Telephone: St. Albans
52211. C 7540**ST. MARK'S HOSPITAL,
CITY ROAD, LONDON, E.C.1,
Post-graduate Teaching Hospital****Pharmacist**Applications invited for the appointment of
Pharmacist at this surgical hospital (rectal and
colonic). New Whitley Council salary scale
£580-£785, plus London Weighting. Additional
£25 if holding higher qualification. Service in
retail pharmacy, etc., be taken into account in
deciding commencing salary. Age, qualifications,
experience, names two referees to Secretary.
C 7506**ST. ALBANS CITY HOSPITAL,
NORMANDY ROAD,
ST. ALBANS, HERTS**
(384 Beds)**Senior Pharmacist (Category III)**Applications are invited for the post of Senior
Pharmacist (Category III) at the above Hospital
20 miles from Central London. Whitley Council
salary and conditions. Applications stating
age, qualifications and experience to the Chief
Pharmacist. C 7533**SUTTON & CHEAM HOSPITAL,
COTSWOLD ROAD, SUTTON,
SURREY****Part-time Assistant-in-Dispensing**(19½ hours a week). Modern hospital. London
Weighting payable. Apply to Secretary at
above address. C 7539**WEST MIDDLESEX HOSPITAL,
ISLEWORTH, MIDDLESEX****Pharmacist**for main Pharmaceutical Department. Salary
£580-£785 per annum plus London Weighting.
Whitley Conditions and assimilation point in
salary scale according to experience.
Apply giving age, qualifications, experience,
names of referees to the Chief Pharmacist.
C 7512**UPTON HOSPITAL, SLOUGH,
BUCKS****Senior Pharmacist**required at this General Hospital. Applications
stating age, qualifications and experience, with
names of two referees to Secretary, as soon as
possible. C 7436**WEST MIDDLESEX HOSPITAL,
ISLEWORTH, MIDDLESEX****Assistant-in-Dispensing**required. Interesting and varied duties, good
experience. Whitley salary scale with London
Weighting. Apply giving details of age, experience
and names of referees to the Chief Pharmacist.
C 7513**UNIVERSITY COLLEGE
HOSPITAL,
IBADAN, NIGERIA****Staff Pharmacists (four vacancies)**Applications are invited from pharmacists who
are members of the Pharmaceutical Society of
Great Britain for appointment as Staff Pharmacists
in the newly completed teaching hospital.The salary offered for the post is £654 per
annum rising by 15 annual increments to a
maximum of £1,260 p.a. In addition an inducement
allowance is payable to an expatriate
pharmacist of £180 p.a. on a salary less than
£700 p.a., £240 p.a. on a salary between £700
p.a. and £972 p.a., and £270 p.a. when the
salary exceeds £972 p.a.Point of entry into the salary scales will be
related to the qualifications and experience of
a successful candidate.The appointments will be initially for two
tours of 12-18 months and will be renewable
by mutual agreement for a further tour.On satisfactory completion of the agreement,
a gratuity of £25 will be paid for each completed
period of three months' service. (£37 10s.
where salary and inducement allowance together
exceed £1,000 p.a.)An outfit allowance of £60 is payable on first
appointment.Partly furnished quarters are provided at a
rental of 8½ per cent. of salary, excluding inducement
allowance, and an expatriate pharmacist
appointed will be eligible for seven days' leave
on full pay for each completed month of service in Nigeria. A Nigerian pharmacist
will be eligible for five days' leave for each month.Free first-class passages are provided for expatriate
officers and their wives on first appointment,
vacation leave and on completion of the agreement.
Free first-class passages to Nigeria will, in certain circumstances, be provided
for non-expatriate officers.Candidates will be eligible for children's allowance
in accordance with existing regulations. Arrangements can be made to enable officers
to continue their N.H.S. superannuation scheme
contributions, and details of the revised salary
and gratuity payable in such cases will accompany
application forms.Applications should be submitted not later than
February 8, 1958, on the appropriate forms,
which will be forwarded, together with additional
information, on receipt of an addressed foolscap
envelope by the Adviser on Staff Recruitment, London Office (University College
Hospital, Ibadan), 57 Catherine Place, Palace
Street, London, S.W.1. C 7537**HEALTH CENTRE****SWINDON HEALTH CENTRE****Deputy Chief Pharmacist**Applications invited from pharmacists for
superannuable appointment of Deputy Chief
Pharmacist at above Health Centre.
Salary on scale £675-£910 p.a.—39-hour week.
Applications stating age, qualifications, experience
and names and addresses of three referees
to be sent as soon as possible to the Clerk
of the Council, County Hall, Trowbridge.
C 367**SITUATIONS VACANT
RETAIL HOME****UNQUALIFIED** lady assistant required for dispensing
and counter. Please write to Westons
Chemist, 130 Kingston Road, Merton Park,
S.W.19, or ring Lib. 4794. Day or evening.
C 1233**CAMBRIDGESHIRE.** A Pharmacist is required
to manage our branch at March. This is a
permanent superannuated post with a commencing
wage, on present sales, of £1,050 per annum.
We have a large modern shop with a staff of six and there are excellent prospects in
congenial surroundings. Modern attractive house
available at a reasonable rent. Apply to Peterborough
Co-operative Chemists, Ltd., Park Road, Peterborough.
C 1227**COMPETENT** and experienced sales lady well
versed in all branches to supervise. Adequate
staff kept. Large, well conducted pharmacy in
Wood Green. No dispensing duties. Good salary
and bonus to suitable applicant. References
will be required. J. S. Jenkin, Ltd., 352 High
Road, N.22, BOW 1729. C 1206**HAMPSHIRE.** Lady dispensing assistant required
for family business at Totton, nr. Southampton.
Only small amount of counter work; hours
9-6 p.m., half-day Wednesday; top salary for
keen worker. Please give age, experience and
references, in first letter. A. R. Blackburn,
M.P.S., 48 Rumbridge Street, Totton, Southampton,
Hants. C 1218**HOLIDAY & CO., LTD.,** Claypath, Durham
City, have vacancy for pharmacist (male) as
manager. Company long established and shop
is in main thoroughfare. Applications by letter,
giving details of experience and suggested salary,
to this address. C 1195**KINGSBURY.** Pharmaceutical Chemist required
to manage a substantial business. There is a
good supporting staff and the salary will be
commensurate with the responsibilities. A flat
will be available if desired. Applications giving
full details to Box C 1208.**LADY** assistant, dispensing with some counter,
for good-class business in congenial district.
Full time with Wednesday and Saturday half-day,
or mornings and rota considered. Apply,
full particulars, age, experience and salary required,
Bernard D. Cameron, Ltd., 52 Bridge
Street, Pinner. C 1216**OLDHAM CO-OPERATIVE CHEMISTS,
LTD.,** invite applications for position of pharmacist
branch manager. Modern semi-detached house
available. Superannuation. Salary and rota fees
£930. Applications, stating age, experience, etc., to
Oldham Co-operative Chemists, Ltd., King Street, Oldham.
C 1193**POTTERS BAR.** Experienced Managing Pharmacist
required for a business which offers scope for extension
and development. There is a substantial salary structure,
along with other benefits. Applications in first instance to
Box C 1209.**SOUTHAMPTON.** Pharmacist required to manage
modern pharmacy in the main shopping centre,
light dispensing duties, good passing trade.
Experience of staff control, together with photographic
and high-class toiletries. Permanency, situation carries pension (non-contributory).
Apply giving full particulars, age, experience and salary, etc., and when available for
interview to: W. Bates & Co., Ltd., Unity Chambers,
Latimer Street. C 1232**LOCUMS WANTED****PETERBOROUGH AREA.** Locum Pharmacist
required for ten weeks commencing beginning of July.
Mainly for dispensing, would suit recently qualified person.
Full supporting staff, congenial conditions and reasonable hours.
State salary, references and other details to Superintendent
Chemist, Peterborough Co-operative Chemists, Ltd.,
Park Road, Peterborough. C 1228

LLOYD-HAMOL LTD.

require **MEDICAL REPRESENTATION** in the following areas:—

MIDLANDS YORKSHIRE

Applicants should have had previous medical representative experience. Commencing salary will be commensurate with experience and a car will be provided.

Applications, giving age, full details of career to date and stating the territory in which interested, should be sent in confidence to:—Ref.F.J.H./MR., **LLOYD-HAMOL, LTD., 11 WATERLOO PLACE, LONDON, S.W.1.**

C 7468

BAYER PRODUCTS LIMITED

require a young pharmacist for an executive position with excellent prospects in their head office at Kingston-on-Thames.

The post offers unique openings for a candidate who wishes to make a career in the pharmaceutical industry and will embrace sales, product development and technical correspondence.

Every opportunity will be given to the successful candidate. Applications in confidence to the Personnel Officer, Neville House, Eden Street, Kingston-on-Thames.

C 7455

Situations Vacant—Continued**RETAIL (OVERSEAS)**

PHARMACIST wanted urgently to manage retail pharmacies in Salisbury, Southern Rhodesia. Salary £100 per month; one month's annual leave, passage to Salisbury paid on three-year contract, proportionate amount deductible if contract is broken. Good working conditions, pleasant climatic conditions. Reply by airmail letter to Advertiser, Box 437, Salisbury, Southern Rhodesia. C 1203

WHOLESALE

ANALYST wanted for analytical and research work by old-established manufacturing company in Liverpool area. Pharmaceutical qualification minimum and experience desired. Five-day week. Pension scheme. Full details with application to Technical Director. Box C 7510.

CALMIC LIMITED

are expanding their sales force and require additional Medical Representatives to call on doctors, hospitals and chemists to discuss the company's ethical preparations. Applicants should be resident in or near the following areas:—

S.W. Scotland (excluding Glasgow), Manchester, Hull, Bristol, Stoke-on-Trent, Kent.

Good salary and expenses, pension scheme. Car owners preferred. Apply in writing to the

Manager, Medical Division, Crewe Hall, Crewe, Cheshire.

C 7514

INVOICE CLERK required by manufacturing chemists in N.W. London, modern office and good prospects. Reply Box C 7515.

COSMETIC MANUFACTURERS

A well-known West of London firm require a man to take charge of one section of production. Some previous experience of manufacturing and production methods essential in this or similar industry. Must be able to organise and control personnel. Canteen available, pension scheme, etc. Write giving details of all previous experience, age, salary required, etc., to Box C 1222.

CLERK required for wholesale section. A gentleman having full knowledge of the calculating of purchase tax on pharmaceutical and allied products, also pricing of drugs and ethicals. The position is permanent, and applicants are requested to apply by letter, giving full details, including salary required to:—Secretary, Masons Chemists, 113 King Street, South Shields. C 1225

LOFTHOUSE & SALTIMER, LTD., manufacturing chemists, Hull, require a young Pharmacist as assistant to laboratory manager. Apply initially, in writing to Managing Director, P.O. Box 56, Hull. C 7543

**GENATOSAN LIMITED,
12 DERBY ROAD, LOUGHBOROUGH**
require
DISPENSERS

There are vacancies for laboratory assistants in the Pharmaceutical Development Department of Genatosan Limited to work on the formulation and packaging of new pharmaceutical and toilet products. Dispensing experience is essential and the Apothecaries' Hall Diploma would be an advantage. Progressive salary scale; excellent conditions of employment; pension and welfare facilities. Applications to the Personnel Officer. C 7507

MAY & BAKER, Dagenham, Essex, are looking for a senior copywriter to take charge of their copywriting department and supervise the work of a team of copywriters covering ethical medical products and other pharmaceutical and chemical manufactures. Applicants should have several years' experience of medical copywriting. This is a senior appointment and salary will be commensurate with the responsibilities. Contributory pension scheme. Apply initially in writing to the Personnel Officer, quoting reference No. 113. C 7502

MEDICAL REPRESENTATION

PHARMACISTS or men with extensive Pharmaceutical backgrounds are invited to apply for appointments as Medical Representatives.

The main requirements are a knowledge of modern therapeutics, pharmacy and selling. In addition, enthusiasm, imagination and integrity are essential.

The Company offers a good basic salary in addition to a pension and life cover, provides a car and operates a bonus scheme.

When applying please give full details of self and career to date, and state which area of the United Kingdom you are interested in. Replies to Box C 7522.

MEDICAL REPRESENTATIVE, either sex, required for South London area. Experienced in calling on general practitioners. Whilst preference will be given to pharmacist, applicants should give adequate details of experience, education and/or academic attainment, to warrant consideration. Excellent position with good prospects offered to successful applicants. Apply in writing to the Managing Director, Biorex (Marketing), Ltd., 47/51 Exmouth St. (Mk.), E.C.1. C 7530

OLD-ESTABLISHED manufacturing chemists in Midlands require a young qualified chemist or A.R.I.C. with manufacturing experience for laboratory control. Good prospects. Five-day week. Apply stating age, experience and salary required to Box C 1229.

ORDER CLERK, Bayer Products, Ltd., invite applications from young women preferably with some experience of pharmaceutical and veterinary products for an important position in their Veterinary Division. Applicants should be able to work on their own initiative in handling correspondence and liaison duties with our Dispatch Dept. Applications to Personnel Officer, Neville House, Eden Street, Kingston-on-Thames. C 7535

REPRESENTATIVE required to call on chemists in Mid and North Wales, selling nationally known sanitary towels, surgical dressings and chemists' sundries. Salary, commission, and expenses. Box C 7484.

PHARMACIST, Young, qualified man required for development work in a modern factory in Crawley New Town, where a wide range of pharmaceutical preparations is manufactured. This is an opportunity for one who has recently qualified to gain experience which will ultimately lead to a managerial appointment. Applications should give a brief outline of education and experience, if any, and on receipt of these, application forms will be sent out for completion. Please write to the Personnel Manager, The Vitamins Group, Upper Mall, Hammer-smith, W.6. C 7534

PHARMACIST required to assist in supervision of production in a long-established company situated in London. The post would suit a younger man wishing to make manufacturing pharmacy his career and provides varied activity. Details of applicants should be sent to Box C 7536.

REPRESENTATIVE required by a manufacturing company, distributing nationally advertised products through chemist and hardware trades for (a) North Lancashire area, (b) North and East Ridings, Yorkshire. Car owner essential, existing similar connection an advantage. Remuneration by salary, commission and expenses. Superannuation. Applications giving age, education and full details of experience to date in confidence to Box C 7519.

REPRESENTATIVE required by the old-established sundries house, Heath Bros. & Sons, Ltd., in association with John Knox (Stoke-on-Trent), Ltd. Area to be covered: Liverpool and North Wales. Car provided. Apply: 101-115 Chapel Street, Salford, 3, Lancs. C 1230

REPRESENTATIVE required by wholesale house specialising in sundries, for Somerset, Gloucestershire, Wiltshire, Dorset and Hants. Must have good connection with department stores and chemists. Existing accounts handed over to the successful applicant. Remuneration by way of salary, commission and expenses. Reply, in confidence, giving full details, also whether car owner. Box C 1215.

**SURREY, SUSSEX, KENT,
BERKSHIRE**

Cuxson, Gerrard & Co., Ltd., Oldbury, require the services of a representative to cover their interests to chemists. Superannuation and car provided.

C 7527

**THE DISTILLERS COMPANY
(BIOCHEMICALS), LIMITED**

Applications are invited from men up to 45 years of age with the appropriate experience for the position of medical and pharmaceutical representative. A pharmaceutical qualification is desirable.

Appointments are to be made in the following areas:—

- (a) South Wales
- (b) Birmingham
- (c) Glasgow

Forms of application may be obtained from the Home Sales Manager, The Distillers Company (Biochemicals), Limited, Broadway House, The Broadway, Wimbledon, London, S.W.19. Correspondence should be marked "Confidential."

C 7474

WELL-KNOWN soap company requires sales representative for the North London and Home Counties area. Good connection in this territory necessary. Salary according to qualifications and experience. Commission and car provided. Apply Box C 7526.

BURROUGHS WELLCOME & CO.

will shortly appoint a pharmacist for duties in Malaya on behalf of their distributors in that market. Opportunity for man aged about thirty who is interested in a career in commerce. Duties will include sales promotion and administration. Younger man considered if he possesses qualities offsetting his lack of experience. Good salary. Reasonable climatic conditions. Six months' home leave on full pay at the end of three years' service. Apply with full details to Ref. MI/LPN. Burroughs Wellcome & Co., 183-193 Euston Road, London, N.W.1

C 7516

Situations Vacant—Continued

THE CROOKES LABORATORIES invite applications from young and ambitious men, preferably with a medical or pharmaceutical background, for the post of representative covering Surrey and West Sussex. The position combines propaganda with salesmanship, entails calling on the medical and veterinary professions, hospitals and chemists, and is salaried and pensionable. Applicants should send the fullest possible details of themselves to the Sales Director, The Crookes Laboratories, Limited, Gorst Road, London, N.W.10, C 7528

WHOLESALE (OVERSEAS)

A **LEADING** Pharmaceutical House invites applications from Pharmacists for a vacancy in the sales force of their Branch Organisation in Salisbury, Rhodesia. This will appeal to young men aged 25-32, preferably single, anxious to go abroad. Comprehensive training will be given in the United Kingdom. The position offers scope for advancement with a growing organisation and the salary will be fully commensurate with qualifications, experience and the responsibilities involved. Apply initially in writing to Box C 7460.

PAKISTAN

WILLIAM R. WARNER & CO., LTD., require a Manager for their pharmaceutical (ethical and lay) business in Pakistan, to reside in Karachi. This is a newly formed subsidiary company of the world-wide Warner-Lambert organisation. It offers great scope for an energetic Manager to develop a very large business. Good experience in the promotion of pharmaceuticals and some knowledge of manufacturing, and advertising, required. Experience in the area very desirable, failing this, the man should be under 35. The salary offered is high and the prospects are good. There is a very liberal pension scheme. Send "Confidential" letter to Chairman, William R. Warner & Co., Ltd., 35 Dover Street, London, W.1. C 7447

AGENTS WANTED

15 PER CENT. commission will be paid to agents by reputable company for selling two consumable sundry lines. These products will repeat, are competitively priced, attractively packed, and show good profits. Most areas available. Write giving details of area covered, other lines carried and past experience to Box C 1220.

AGENTS required in all parts of the country to appoint stockists for the sale of seeds and fertilisers and to take over existing agencies for leading Midland horticultural house on commission basis. State area covered. Box C 1194. **SOLE AGENTS** required for several areas to carry superbly produced small range of medicated confectionery, etc., including one well-known uncompetitive and untaxed proprietary (non-seasonal). Excellent commission terms and closed territories. The proposition calls for really live, energetic and able salesman of standing whose present commitments permit adequate attention to developing sales. The positions offer real scope and regular repeats. Full details, including territory, in confidence. Box C 1214.

EIRE. London manufacturer requires representative and sole distributor in Eire for new, unique, ethical pharmaceutical speciality. Full particulars to Box C 7525.

**SITUATIONS WANTED
RETAIL HOME**

L.P.S.I. (lady) desires position as dispenser or assistant (England or Scotland). Good all-round experience. Box C 1213.
YOUNG IRISH PHARMACIST (L.P.S.I.), male, seeks position in England in either retail, manufacturing, or wholesale. Box C 1212.
YOUNG MALE PHARMACIST, M.P.S.N.I., recently qualified, 5 years' shop experience seeks position as manager or assistant manager in pharmacy. London or area preferred. Box C 1175.

LOCUMS SEEKING ENGAGEMENTS

SOUTH-WEST SCOTLAND. Pharmacist available as locum tenens. McCrindle, 31 Queen Street, Castle-Douglas. C 1234

WHOLESALE

FIRST-CLASS SALESMAN, age 40, emigrating to Australia, desires to contact house with branch or agents with view to position as representative or agent. Twenty years' sundries and toilet experience with chemists. Box C 1223.

BUSINESS OPPORTUNITIES

CONSULTING CHEMIST will undertake initiation into the manufacture of formulas. Analysis undertaken. Formulas supplied and advice given. Send your enquiries to Box C 1169.

**CAPSULES OF
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**SPECIAL PRICES FOR
BULK OR PACKED
VITAMIN CONTENT GUARANTEED**

THEAKROCK PHARMACEUTICALS Ltd
14 YORK BUILDINGS • HASTINGS • SUSSEX
C 7465

WANTED

LANETTE Wax SX, Glycerine, Tartaric Acid, Lanolin, White Petrol Jelly, required for manufacturing purposes, in small or large quantities. Box C 7531.

LARGEST CASH BUYERS of photographic equipment of every description, outdated film and paper, etc. Spears, 14 Watling St., Shudehill, Manchester, 4. Phone Blackfriars 1916. Bankers: Midland Bank, Ltd. C 341
WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone:—Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Bayswater 4020 and 7692. C 140

UPJOHN of England Ltd.,

wish to appoint an additional Medical Representative in Northern Ireland.

Applications are invited from young pharmacists 24-34 years of age who feel their future lies in sales career.

Previous experience as a representative is not essential as full training will be given for this appointment which carries with it a good salary, expenses and the use of a Company car.

A superannuation and life assurance scheme is in operation. The successful applicant will require to live in or near to Londonderry.

Applications to:

Home Sales Manager, Upjohn of England Ltd.,
Fleming Way, CRAWLEY, SUSSEX. C 7542

MISCELLANEOUS SALES

100 BAYS of brand new adjustable steel shelving, 72 in. high by 34 in. wide by 12 in. deep, stove-enamelled bronze green. Sent knocked down—6 shelf bay—£3 15s. Sample delivered free. Quantity discounts. N. C. Brown, Ltd., Eagle Steelworks, Heywood, Lancs. Telephone: 69018. C 7473

CHAMOIS LEATHERS

Attractively Cellophane Wrapped!
Approx. size 20 in. x 14 in.

ONLY 4s. 11d. per Skin
Min. order 1 dozen—1 Kip (30) less 5%
Send Today for your supply of this
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COUNTY CHAMOIS CO., LTD.,

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Makers of The "County" Mop

C 7450

FOR SALE: Complete fittings from chemist's shop. Wall cupboards, drawers, shelving, etc. Apply to: Allen & Lloyd (Chemists), Ltd., 267 Fleet Road, Fleet, Hants. C 1211

FOR SALE. Large quantity of tooth-paste at reduced price (non-proprietary). Box C 1200.

IMPORTANT SALES NEWS:—**JODEZ** (Manchester), Ltd., 8/10 Shudehill, Manchester, 4, are clearing thousands of redundant lines at real "Bargain" prices. Write for Sales parcels of Ear-rings, Bracelets, Pearls, Necklets, Brooches, etc., now (from £10 upwards). Also just arriving: The new season's fashionable Beads, Bracelets, Ear-rings, etc., from abroad. C 7472

**WINTER BRIGHT FASHION
JEWELS**

**FREE LIST FROM
L. FRANKENBERG, LTD.,
37 HOUNDSDITCH,
LONDON, E.C.3**

C 269

PARTNERSHIPS

CO-DIRECTOR, preferably active, required for well-established firm of toilet preparation manufacturers, Midlands, but might move. Retail and wholesale connections. Existing contracts with leading multiples, etc. Investment £5,000 to £10,000. Box C 1221.

PATENTS

The Proprietor of British Patent No. 705971 for "Process for making hollow bodies from fusible plastic materials" is desirous of entering into negotiations with firms in this country for the purpose of exploiting the above invention either by sale of the patent rights or by granting of licences to manufacture on a royalty basis. Enquiries should be addressed to Abel & Imray, Quality House, Quality Court, Chancery Lane, London, W.C.2. C 7517

FARBENFABRIKEN BAYER AKTIENGESellschaft
LEVERKUSEN · GERMANY**Medical representatives**

This internationally famous pharmaceutical company will shortly be appointing medical representatives to the territories:—

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LIVERPOOL AND MANCHESTER

Applications are invited from experienced representatives familiar with these territories. Excellent salary, pension scheme and a car provided. This is an outstanding opportunity to secure immediately an excellent position with early promotion a certainty for the right men. Applications giving full details of career to date in strictest confidence to Box C 7538.

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Perfumery (including toilet articles and preparations for the teeth and hair), but not including soap and not including any goods of a like kind to soap.

612437 ZENITH

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C 1224

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Contracts for Drugs, Tablets, Capsules and Injection Solutions, Glucose, Etc. Tenders are invited for the supply of Drugs, etc., to the hospitals within this group for the period April 1, 1958, to March 31, 1959.

Tender forms obtainable on application to Group Supplies Officer, Stoke-on-Trent Hospital Management Committee, City General Hospital, Stoke-on-Trent, to be returned not later than February 15.

THORNBURROW GIBSON,
Group Secretary.

C 7532

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C 353

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C 274



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SELL ON SIGHT!

Spraying Lacquer

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CREAM SHAMPOO Retails at 3/9

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An alleviating scalp lotion for use after shampooing and before setting. Allays scurf irritation; quick-drying action holds the hair, removes tangles; leaves hair free from all deposits and with a beautiful lustre.

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form specially prepared for
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